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THE AMERICAN ELEVATOR AND GRAIN TRADE.



D. H. JOHNSON, DES.

Entered at the Post Office at Chicago, Ill., for transmission through the mails at second-class rates.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY,
(INCORPORATED.)

VOL. XVI.

CHICAGO, ILLINOIS, JULY 15, 1897.

No. 1.

{ ONE DOLLAR PER ANNUM.
SINGLE COPY, TEN CENTS.

Excelsior Grain-Cleaning Machinery

CONSISTING OF THE

EXCELSIOR Dustless Warehouse and Elevator Separator,

EXCELSIOR Oat Clipper, EXCELSIOR Separator and Grader,

EXCELSIOR "Combined Grain Machine."

ALSO

PEASE DUSTLESS SEPARATORS and WAREHOUSE FANNING MILLS,
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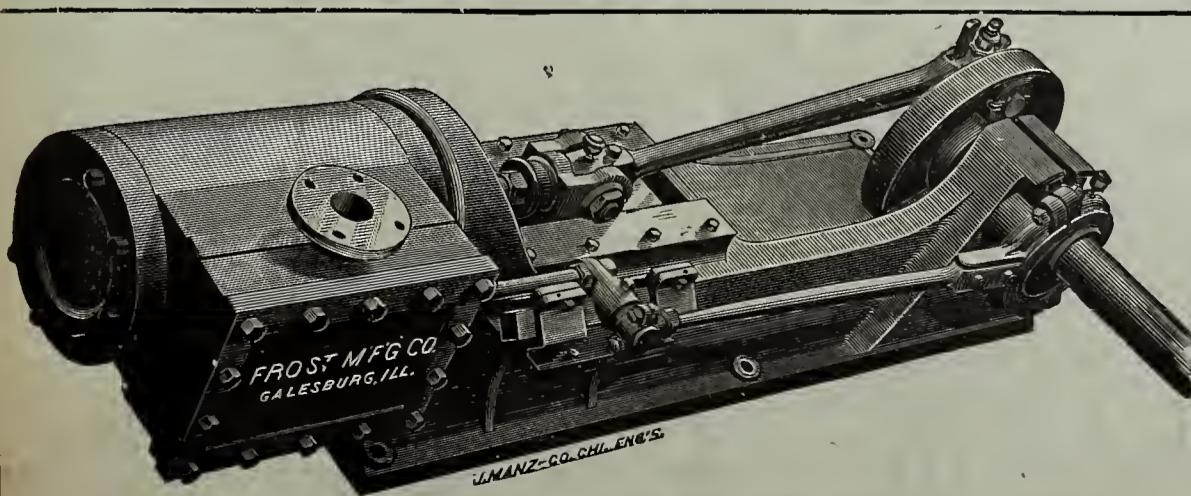
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Elevator Machinery
AND SUPPLIES

OF
Every Description,

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THE PAIN-E-ELLIS GRAIN DRIER

Several Patents Pending. \$50 Reward for First Notice of Infringement.

NOTE THESE RESULTS:

No grade corn containing .07 $\frac{1}{2}$ per ct. excess dampness dried and ventilated in 55 minutes..

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A GRAIN DRIER THAT WILL DRY.

OUR apparatus consists of a drying box or bin with alternate grain and air spaces arranged perpendicularly, and a steam coil and fan for driving hot and then cold air through the grain. Must and other odors are almost entirely eliminated by this process. The drier as well as the fan and steam coil are self-contained so that the entire apparatus can easily be set up and connected with a steam plant. We are prepared to furnish driers of 50, 100 and 200 bushels' capacity, and as they can, as a rule, be filled and emptied hourly, their capacity ranges from 1,200 to 4,800 bushels of dry grain in twenty-four hours. Larger driers will be constructed when required. The steam power required is about ten horse to every hundred bushels' capacity.

We will sell the apparatus at the cost of construction and charge a royalty for its operation; or will retain ownership and charge an increased royalty.

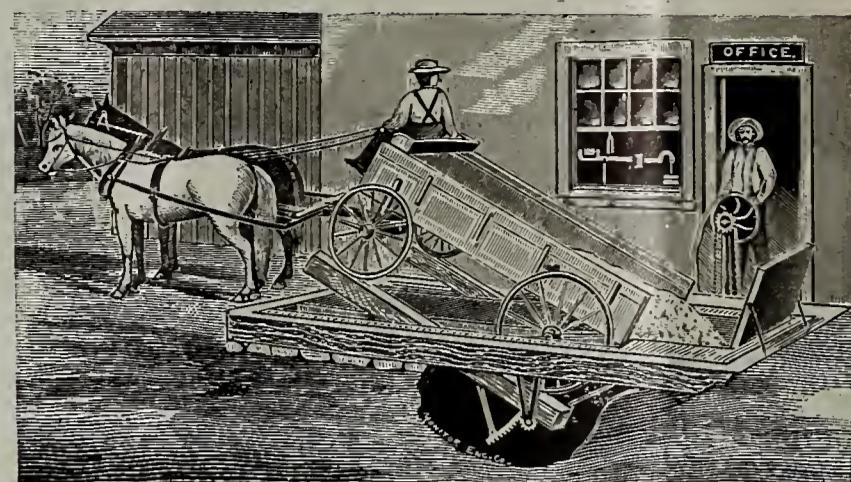
Every country elevator should be equipped with one of these driers so that grain may be sent to market in safe and salable condition.

For terms and further information write

PAIN-E-ELLIS GRAIN DRIER COMPANY,

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Gold Dollars



At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1896.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

Yours truly,

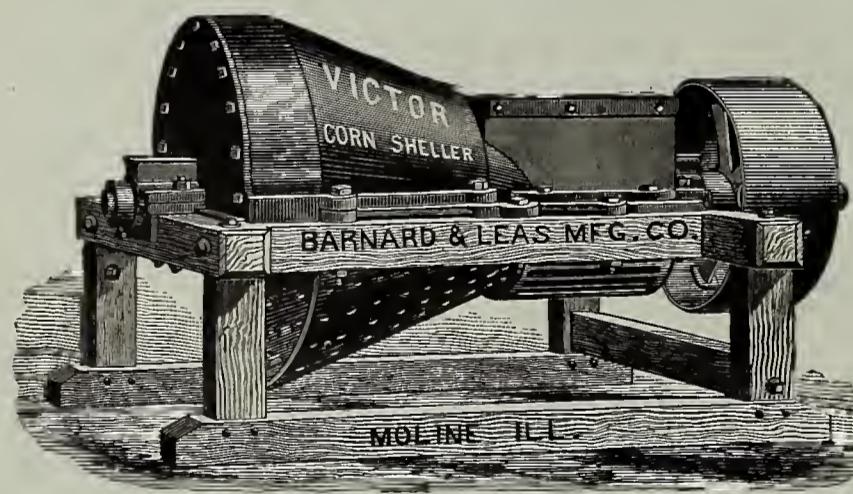
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CORN, CORN, CORN.



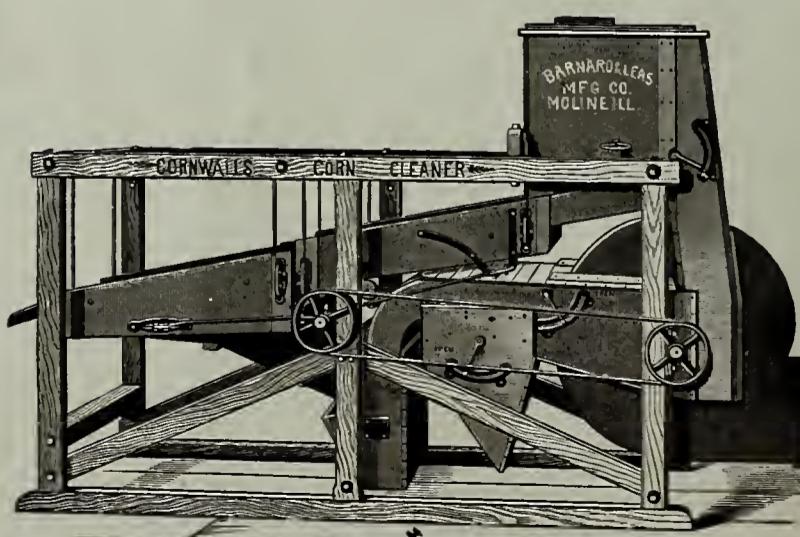
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IS THE BEST SCOURER IN USE.

Of Large Capacity. It is also the Best Oat Clipper in Use.

Write for further information to

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The best outfit for shelling it is the

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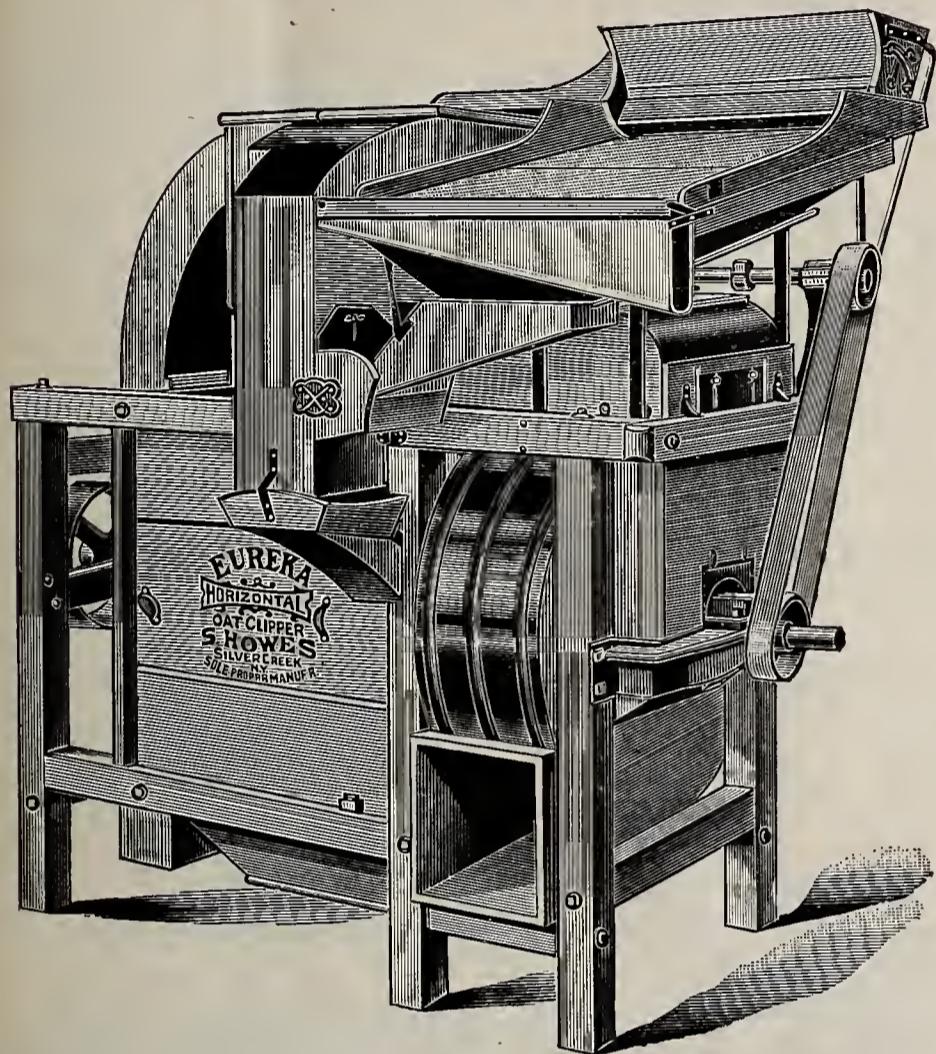
And the best cleaner the

CORNWALL CORN CLEANER.

We guarantee them to clean the corn for market cleaner than any other outfit on earth.



THE IMPROVED “EUREKA” OAT CLIPPER.



The Improved “Eureka” Double Receiving Separator

FOR WAREHOUSES AND ELEVATORS.

The standard of the world. Over five thousand in use.
Built in sizes to meet all requirements from 50 to 4,000 bushels per hour.

No elevator complete without this machine.

Largest capacity of any grain separator made.

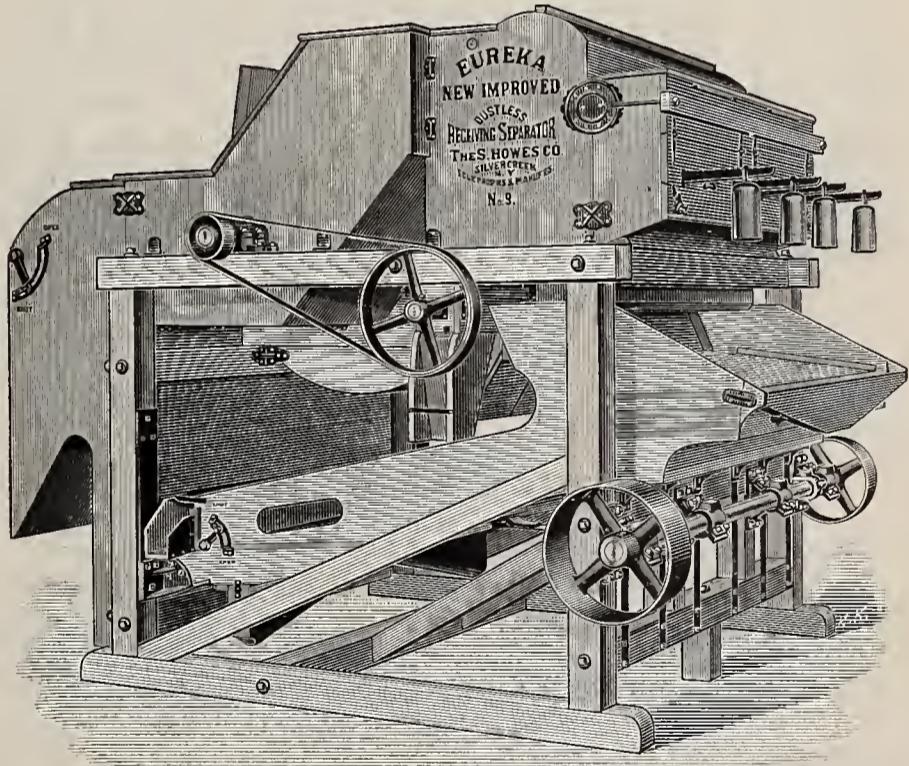
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Several important improvements for 1897. **Wide shoe, stronger cases, improved cylinder**, making it the finest oat clipping machine ever offered to warehouses and elevators.

More “Eureka” Clippers in use than all other makes combined.

Built in nine sizes. Capacities from 50 bu. to 1,200 bu. per hour.

You need it in your business.
A sure money maker.



For full particulars of these machines write

THE S. HOWES CO.,
EUREKA WORKS,
Silver Creek, New York.





J. B. DUTTON'S Patent Automatic Grain Scale.

FOR USE IN

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ACCURATE AND RELIABLE AT ALL TIMES. SCALES SENT ON 30 DAYS' TRIAL.
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EAR CORN FROM 10c TO 50c PER BUSHEL.**

**SHELLLED CORN FROM 10c TO 50c PER BUSHEL.
OATS FROM 10c TO 40c PER BUSHEL.**

IT IS THE MOST COMPLETE, ACCURATE AND CONVENIENT BOOK EVER ISSUED.
ITS USE WILL SAVE TIME AND LABOR AND INSURE ACCURACY.

BALTIMORE, April 26, 1897.

Mr. HENRY NOBBE, Farmersville, Ill.:
DEAR SIR:—Your esteemed favor of the 23d to hand and noted. Accept thanks for the supplement furnished us. We find your Actuary all it has been represented to be. It is a great time saver, is accurate and correct in every particular and is indispensable to everyone connected with the grain business, and we take pleasure in recommending its use. Yours truly,

KIRWAN BROS. GRAIN CO.

HUTCHINSON, KAN., April 26, 1897.

HENRY NOBBE, Esq., Farmersville, Ill.:
DEAR SIR:—We have received your Actuary, and after care-

ful examination of its merits we find it a very valuable work and can recommend it to all grain buyers. Yours respectfully,

W. L. WOODNUT & CO.

HENRY NOBBE, Esq., Farmersville, Ill.:

DEAR SIR:—We have used your Grainman's Actuary for some time past and find same satisfactory in every way. It is a great convenience in our office and saves labor and time. Yours truly,

WINONA & DAKOTA GRAIN CO.

DECATUR, ILL., April 29, 1897.
Mr. HENRY NOBBE, Farmersville, Ill.:
DEAR SIR:—Your favor of the 23d received inclosing supplement to the Actuary, for which accept our thanks. In regard to the "Actuary" will say we are very much pleased with it and think every grain dealer should have one in his office, as it saves time and time is money. Yours truly,

DECATUR MILLING CO.

WINONA, MINN., April 24, 1897.

DEAR SIR:—We have used your Grainman's Actuary for some time past and find same satisfactory in every way. It is a great convenience in our office and saves labor and time. Yours truly,

WINONA & DAKOTA GRAIN CO.

NEW YORK, April 29, 1897.

Mr. HENRY NOBBE:

DEAR SIR:—We find your Grainman's Actuary of benefit in checking up invoices, insomuch as time is saved, and accuracy insured.

Yours,

CLARK & ALLEN,
Per B. D. Kennedy.

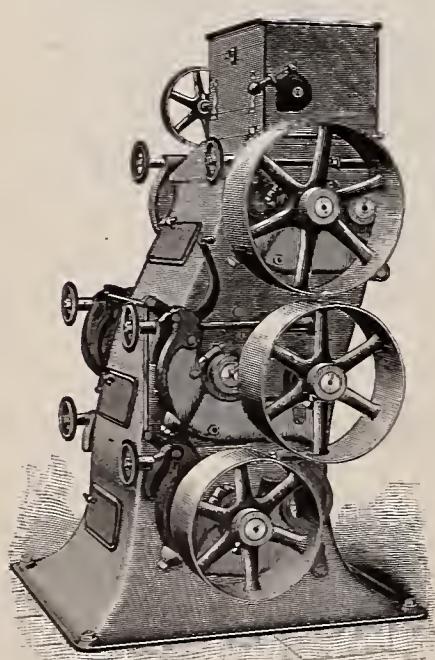
Size of book 4 $\frac{1}{2}$ x7 $\frac{1}{2}$; 214 pages, fine cloth back, good paper and well bound. Copyrighted. Price reduced to \$1.00 per copy. Mailed on receipt of price. Will send you the book for inspection on request, to be returned to me if not satisfactory. Address all communications to

GRAIN DEALER AND PUBLISHER,
Farmersville, Illinois.

NORDYKE & MARMON CO., Indianapolis, Ind., FLOUR, CORN AND ELEVATOR MACHINERY.

QUALITY TO SUIT THE MOST EXACTING.

PRICES TO SUIT THE TIMES.

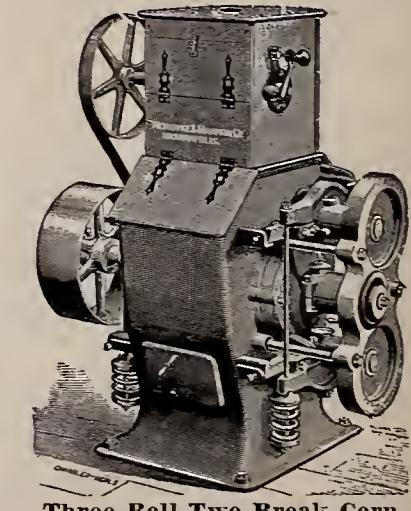


Three Pair High Six Roller Mill.

Corn Shellers,
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Flour Feeders and Mixers,
Portable Buhr Mills,
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Scales,
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Hangers,
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Link Belt,
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Three Roll Two-Break Corn and Feed Mill.

TEN SIZES and STYLES of ROLLER, CORN and FEED MILLS

No doubt about the volume of our voice if price and merit talk, and what we say will be interesting if you intend to buy.

WRITE US, SAYING WHAT YOU WANT.

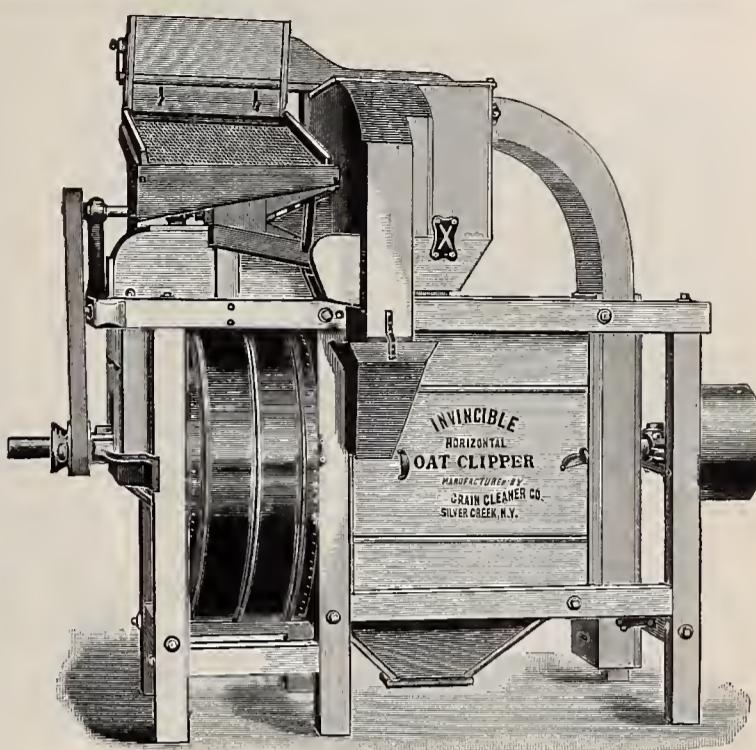
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The Invincible Oat Clipper

It is the strongest and best constructed machine on the market. Will do more and better work with the least waste than any other. It contains many important features not found in any other clipper. It has been adopted by some of the most progressive handlers of oats and is pronounced by them superior to any other machine they have ever used.

By our PATENTED PROCESS of introducing air to the cylinder we remove instantly all loosened impurities and there is no chance for the dirt and stuff to lodge and choke.

If interested, we shall be pleased to supply you with a list of users. If you adopt the INVINCIBLE Oat Clipper you will have no trouble. WE POSITIVELY GUARANTEE IT THE BEST MADE and that you will get the best results from its use.



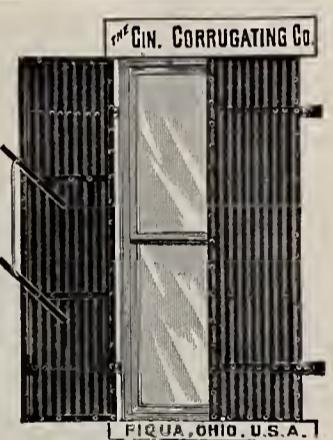
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INVINCIBLE WORKS, SILVER CREEK, N. Y.**

Remember that we make Separators, the best in the market.

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BISULPHIDE OF CARBON,

Of Special Grade for Killing Insects in Warehouses, Etc.

Send for Instructions and Order Direct from
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Also Roofing, Steel and Iron, all Styles.

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Roofing, Building Paper, Etc.

HIGH GRADE GOODS ARE OUR SPECIALTY.

Trucks and Sack Holders.

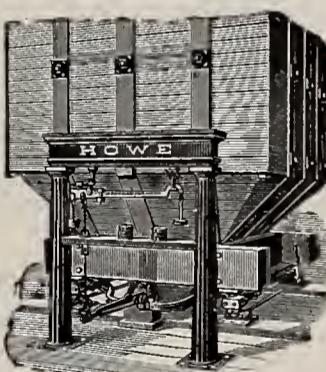
Improved Trucks
Combination Truck and Step-Ladder, and Single Trucks, Sack Holders and Stand.
Best Boiler Compound recipe, the right to manufacture and use, with instructions.
Price.....\$1.00
Combination Truck and Step-Ladder and Single Truck for \$3.00
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PEERLESS MFG. CO., Springfield, Ohio.

HOWE SCALES.

The idea of placing ball bearings to assume the friction and wear from vital parts as first introduced by the manufacturers of Howe Scales is to-day being followed out by makers of other lines, such as machinery, vehicles, bicycles, etc.

When purchasing why not buy the latest, the most improved and the best—which means the Howe?



For Mill and Elevator Use.

The Howe is Made for all Purposes.

Special designs for special uses, such as Hopper Scales, Dump Scales, Wagon Scales, Dormant Warehouse Scales, Portable Scales, Flour Packing Scales, Sacking Scales, Railroad Track Scales, Grain Testing Scales.

Howe Scales.



ADAPTED TO ALL PLACES.
Are Adapted to All Purposes.

We Carry a Full Stock. Before Buying Write Us for Prices.

BORDEN & SELLECK CO.,

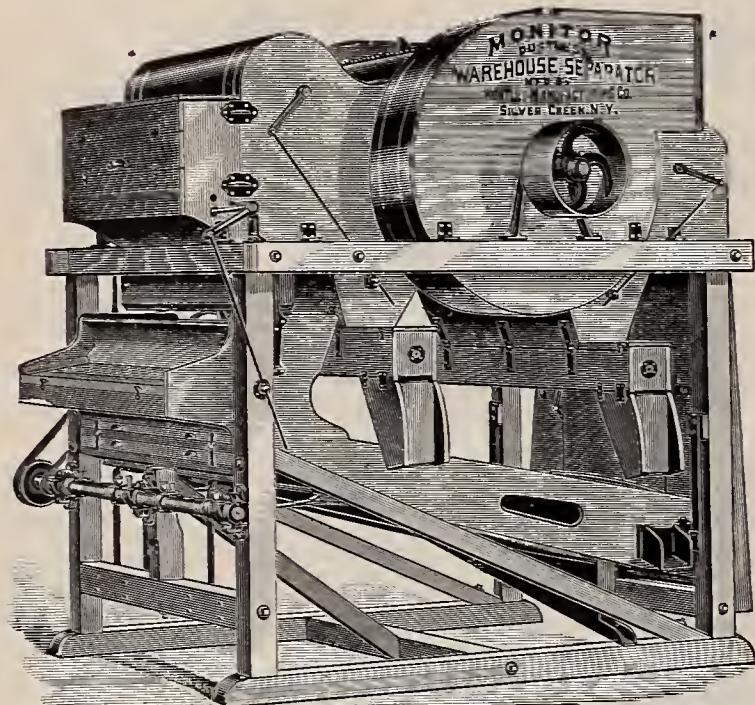
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GENERAL WESTERN AGENTS HOWE SCALE CO.

STANDARD THE WORLD OVER.

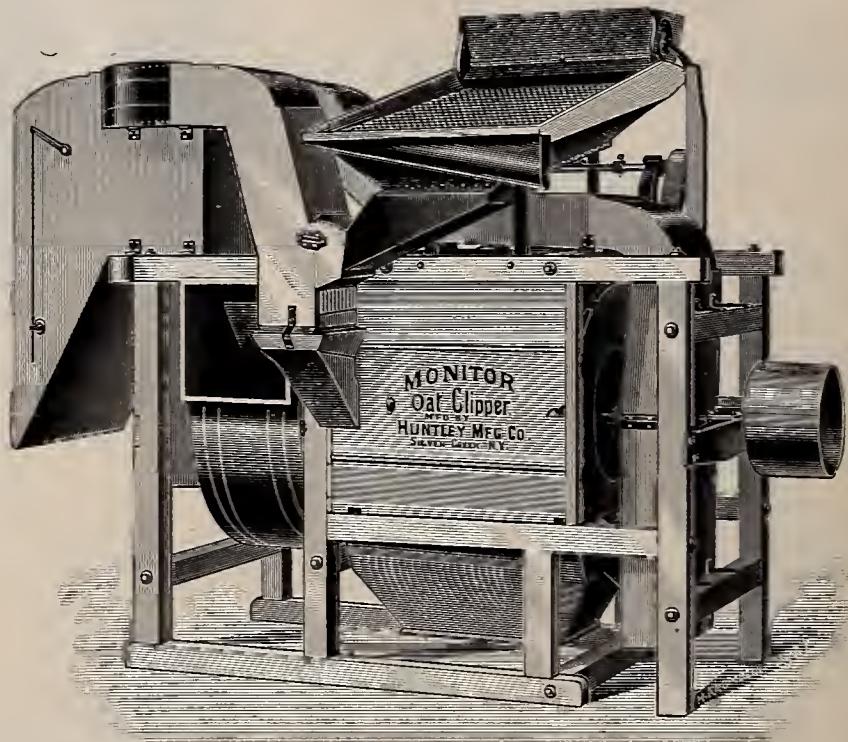
Monitor Grain Cleaners, Monitor Oat Clippers.

THERE ARE MORE MONITOR MACHINES IN USE, IN THE LEADING MODERN CLEANING ELEVATORS, THAN ALL OTHER MAKES COMBINED.



During the last six years all of the leading elevators built in the United States, with but two exceptions, adopted the "Monitor."

COMMENT IS UNNECESSARY.



THE MONITOR OAT CLIPPERS have taken their proper place—at the head.

The best constructed clipper made. More capacity and better work than any other. HIGH GRADE IN EVERY RESPECT.

HUNTELY MFG. CO.

Silver Creek, N. Y.

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SINGLE COPY, TEN CENTS.

A WELL-EQUIPPED ILLINOIS ELEVATOR.

A well-equipped, conveniently arranged country elevator is generally a source of profit to the owner, as well as a pleasure to the operator. A house planned according to modern ideas, and for the accommodation of a business conducted in keeping with up-to-date ideas may cost more to build, but the saving in the expense of operation will offset the cost in a very short time. A country elevator which is conveniently arranged, and properly equipped for the rapid handling of a number of loads of grain attracts the farmers, all of whom are averse to waiting and shoveling their grain into a chute. Such a house economizes the time of the operators by minimizing the amount of manual labor they are required to do, and often reduces the number of operatives required to handle the business.

Many country elevator men, when about to build, give all their attention to getting the first cost of house down as low as possible. They overlook the fact that the cost of construction will be paid but once, while the expense of operation is paid every day the elevator is operated.

The country elevators propped up by barn builders, only to fall in a heap the first time they are subjected to the ordinary strains, are becoming fewer, simply because the country elevator men out of consideration for the lives of themselves and their operatives are insisting upon the elevators being built very strong. The elevator men have given some attention to the different strains a grain elevator is subjected to, and insist upon the barn builders heeding strains which experience has taught must not be ignored, so they take extra pains to make it very strong. Often they waste expensive material in places where the strain is trifling. Convenience of handling is one

thing the barn builders always have, and probably always will, ignore. They even go to the extreme of building elevators with flat bottom bins.

However, there are many well built and conveniently arranged small elevators, which by contrast bring out the weak points of the crude structures of the barn builders, and among them must be included the elevator of W. E. Kreider at Tonica, Ill. As is shown by our engraving, the elevator is

1 New Process Corn Sheller, with feeder, to take ear corn from dump to sheller, so that ear corn can be dumped the same as shelled corn; also a No. 7 Bowsher Combination Feed Mill.

Power is furnished by an 18-horse power Brunner Gasoline Engine, located in one end of the office, the power being transmitted to the elevator by a belt run under ground. The elevator and office are covered with galvanized iron roofing. The incline of the driveway from the scale platform to the elevator is so small as to make it an easy pull for the farmers' horses.

GAS ENGINES AND INSURANCE.

Evidently there are some insurance men in the New England States who are opposed to the use of gasoline engines and are determined to discourage their use by the enforcement of nonsensical rules and regulations. Ostensibly the object of the rules is to reduce the fire hazard, but the real purpose in establishing such rules is to extort higher premiums. The insurance men know that few of the users of such powers can comply with the rules, so will be required, and unjustly, to pay a higher rate.

The new rules of the New England Insurance Exchange, governing the installation of gasoline and naptha engines, provide:

- (1) Storage tank for gasoline to be located under ground, preferably buried, but if not feasible to be placed in a vault. Said tank to be at least 30 feet from any insurable building. And top of tank to be below the level of the base of the engine.

2. Supply pipe to drain toward tank and to enter building at nearest point to the engine.

3. Gasoline never to be fed to engine by gravity or pressure, but by pump.

4. Ignition never to be by use of gasoline flame (preferably by electricity).

5. If exhaust discharges into closed receptacle or



W. E. KREIDER'S ELEVATOR AT TONICA, ILL.

a frame structure, with a large cupola. It is 53x48 feet, and 55 feet high, having a storage capacity of 40,000 bushels. In the floor of the driveway through the middle of the house are three wagon dumps. Three elevators of 3,000 bushels' capacity an hour remove the grain from the receiving sinks under the dumps.

In the cupola is a 20-ton hopper scale. Grain can be spouted direct to cars from it, or to bins without shoveling. There is a No. 3 Constant Dust Collector to keep the elevator heads and legs clean, and a No.

preferably buried, but if not feasible to be placed in a vault. Said tank to be at least 30 feet from any insurable building. And top of tank to be below the level of the base of the engine.

2. Supply pipe to drain toward tank and to enter building at nearest point to the engine.

3. Gasoline never to be fed to engine by gravity or pressure, but by pump.

4. Ignition never to be by use of gasoline flame (preferably by electricity).

5. If exhaust discharges into closed receptacle or

pit, same to be located at least 30 feet from any insurable building.

6. Engine to be ventilated both at floor and ceiling.

Note—Whenever possible it is strongly advised that engine be located in fireproof engine room, cut off from other buildings, and ventilated as above described.

Form of permit—Permission is granted to generate power in the premises by a gasoline or naphtha engine, located and supplied according to requirements of New England Insurance Exchange.

Western insurance men have not yet adopted such unreasonable rules, but as the stock companies aim to establish uniform practice, they will as soon as they have an opportunity.

Country elevator men should stoutly resist any such exaction.

A NEW BRITISH GRAIN CLEANER.

A patent has recently been granted by the British Patent Office to H. Simon on a method of and apparatus for cleaning grain. From the balance hopper H, the wheat or grain is delivered in regulated quantity by the feed roll R, whence it falls directly into the vertical trunk W. Below the hopper outlet there is arranged in the trunk an inclined curved plate P, upon which the wheat or grain falls, and by which it is guided into the hopper T. From the bottom of this hopper, and by means of the swing valve V, the grain or wheat is allowed to pass again into the trunk W. This method of treatment may be followed out for two aspirations of the wheat or grain as indicated by the drawings, or for three or more aspirations. In the latter case the number of curved plates P and hoppers T will be correspondingly increased in vertical arrangement.

The current of air generated by the fan G, passes along the air trunk A, and sweeping into the trunk W, passes through the stream of wheat or grain issuing from the hopper T, and blows out of it the dust and light impurities left in it from the aspiration it has already undergone above the plate P. The air current is then deflected by the curved under surface of the plate P, into the chamber C, in which the velocity of the air current is so reduced that the heavier impurities therein are deposited. These deposited impurities can be taken away by means of an inclined spout provided with valves to prevent ingress of air, or by means of a rotating screw conveyor S¹, as shown by Fig. 1. From the upper part of the chamber C¹ the air current passes by the opening O, to the trunk W, where it meets with and passes through the stream of wheat or grain issuing from the hopper H, removing light grain and other impurities which are carried by the current into the chamber C, where the heavier matters are deposited, and can be removed.

The air containing dust returns by the channel U to the fan. A valve may be provided at X, by the opening of which dust-laden air can be drawn from the reel chamber L, as well as through the wheat, to make up for the air expelled through the dust collector B. The wheat is delivered at D, and can be conveyed away. The peripheral chamber of the fan is connected with the dust collector B, through the pipe E. The return wind trunk U is made of considerable width, and extends below the eye of the fan G, being hoppered or provided with a door such as Y at the bottom. A considerable deposit of grit and dust takes place in this wind trunk, and only the lighter dust with the air enters the fan.

There are not many crops in Illinois which made a better showing in 1896 than they did in the year previous, but such was the case with the broom corn crop. The cultivation of broom corn in Illinois has varied in a most peculiar manner from year to year, and the prices received for the product have risen and fallen in a manner quite unaccountable in some respects. In 1895 the total acreage in the state was 25,369. The average yield per acre was 681 pounds. In 1896 the acreage was 25,543, and the average yield per acre was 587 pounds.

WHY EVERY DEALER SHOULD BELONG TO THE ASSOCIATION.

[A paper read by W. O. Sturgeon of Valley Falls at the July meeting of the Kansas Grain Dealers' Association].

Having been requested to offer some suggestions and give some reasons for joining the Grain Dealers' Association, I will give a few from among the many reasons appealing to a thoughtful mind, from a purely business standpoint as being highly advantageous. So much can be said on this subject which reaches far beyond any mere personal interest, and in its important influence widens away from local environments, that the casual glance which a brief paper affords seems to treat the subject in a superficial manner.

Often the observation belonging to our everyday experiences fails to make a very strong impression, until some result connected with such experiences appears in a tangible form to attract and rivet our attention. Then we realize that our ideas have taken shape and are making a practical appeal to our intelligence. A direct application of this thought is felt when we note the growth of federation within the last few years. We hear of it everywhere, from the large and prosperous communities and from the towns and villages of fewer population.

And what does federation imply, beyond the practical expression of that old, yet ever new principle, that "In union there is strength?" This is the first thought I wish to emphasize. In joining this Association we combine our forces and become a unit in power and strength, and can operate successfully along lines where the work of single individuals

whom we come in contact not only of our good intentions, but also by the consistency and uprightness of our business methods, until they are led to see how valuable such an association is, both as a beneficent factor in business transactions and a force for good in the community, as well as a help to individual members.

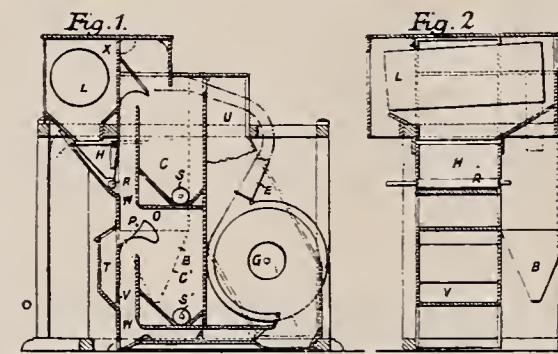
Another point is the value of concession where differences of opinion occur. This is far more readily entered into by members of an association than by individuals having no ties of common interest to bind them together. It must needs be in a material world, where there are so many diverse opinions concerning any measure, that differences arise that can only be adjusted by concession or arbitration. It will be taken for granted that associate members will desire an amicable adjustment of all difficulties arising from any cause, and that means will be used to bring about mutual understanding without either party claiming entire concession from the other. A frank and open discussion will often show just where a friendly recognition of another's rights and respect for another's opinions will open the way for a reasonable adjustment of the matter, and smooth away all difficulties. The ease with which organized bodies can control such matters is one proof of their value to individuals. Where personal interests are affected it is often difficult to view the subject in an impersonal light, especially on the part of those whose interests are at stake. But an association can as a unit consider the matter from various standpoints, and come to a wiser understanding, thereby drawing more reasonable conclusions, which will bring about an amicable and satisfactory settlement.

The social advantages arising from such an organization constitute a most important part of the Association. Our estimate of social intercourse, based upon our knowledge of what social privileges imply, is not commensurate with what our real advantages are in this direction. None of us can appreciate in full measure all that may be gained socially in organized bodies working on congenial lines and inspired to higher effort by mutual sympathy and a common interest. The interests of humanity are far more closely allied than we imagine when taking a casual glance at our surroundings. We can scarcely touch upon a theme that does not reflect more or less the individuality, the hopes and aims of some person or persons with whom we have acquaintance, and upon whom we have greater or less influence, according as our personality is felt. Where people are organized into bodies that bring frequent and cordial intercourse among members, mutual benefit must be the result of an interchange of thought and a comparison of ideas. Such friendly and congenial intercourse enlarges the horizon of thought, cultivates the amenities of life, widens our influence, harmonizes diverging opinions, and makes the association an active force in society as well as in the business world.

In the unity of purpose and aim, where greater thoughts prevail, lifting the mind to loftier ideals and the needs of our brother man, there is no room for littleness and selfishness that sees no need beyond that of self, and no higher duty than personal gratification. We, as grain dealers of Kansas and Missouri, have a direct personal interest in all that pertains to the well-being of the community, and cannot afford to lose any opportunity for good that such an organization might consistently control.

The bucket shops in New York are suffering from an attack of private detectives, and parties who have been victimized are furnishing some "spicy" evidence.

The Board of Managers of the Joint Traffic Association has issued a circular stating that all the trans-Atlantic steamship companies at the ports of New York, Philadelphia, Boston, Montreal, Baltimore, Norfolk and Newport News have agreed to accept shipments under through export bills of lading containing their ocean conditions, and that all other traffic delivered to them for shipment will be received and carried under local bills of lading of the particular ocean line to which the property is delivered at the seaboard.



A NEW BRITISH GRAIN CLEANER.

would avail but little, even though carried forward with the best possible motives.

The value of unity and concentration of effort can hardly be overestimated from whatever standpoint we may view the subject. In becoming a part of this Association we become one in interest and aim, and have at our command all the authority and prestige of an organized body laboring for the good and common interest of all engaged in the trade. When the Association is recognized as a power for good in advancing the interests of its members along the lines of justice and right, then each member reaps the benefit arising from a partnership where the common good of all is of paramount interest.

Much devolves upon every member of the Association in using his influence. He should put forth his best effort in intelligent and upright endeavor to have all points gained by the Association won by application of the one great principle of justice to each individual whether within the organization or outside of it. Any ends secured by intimidating or coercive measures will eventually react unfavorably to the Association and to all concerned in its welfare. History repeats itself over and over again, and sounds the warning note that the superstructure of every institution must rest on the eternal foundations of equity, justice and love, or it must fall. Selfishness and self-interest cannot be a dominant force in any organization without bringing discord and disintegration within its limits. All those whom we wish to impress with the value of such an organization as ours, must be made to feel by our example that our methods are just and right, and based upon the great and universal law of love, by which the universe is governed, through which nations and states and institutions rise to eminence and stand secure, and without which they fall.

In striving to increase our membership and enlarge our sphere of influence, we must impress those with

COMMISSION FIRMS CONFINING BUSINESS TO REGULAR DEALERS.

[A paper by P. F. Lucas of Kansas City, read at July meeting of the Grain Dealers' Association of Kansas.]

The first question that presents itself to persons hearing this subject is, What constitutes a regular and responsible grain dealer? In the first place, I will assume that a regular grain dealer is a responsible one, and then endeavor to show what constitutes a regular dealer. It is probable that no effort was made to define the position of the regular grain dealer before the grain dealers' associations were organized; in fact, there was no

The irregular dealer, scalper, tramp buyer, whatever you wish to call him, is a thorn in the side of nearly every regular dealer, and a source of terror to every commission firm he attempts to do business with. His capital consists in the margin of one car of wheat or corn, his machinery is a scoop shovel, his warehouse is in the roof of his hat. He knows little of the grain business, and less of business responsibilities. He starts in to pay the Kansas City market freight off, and trusts to the devil and an advance in the market for his profits. You all know that is a poor combination to put your trust in. His experience at any one point is likely to be of short duration, but he will be there long enough to demoralize the

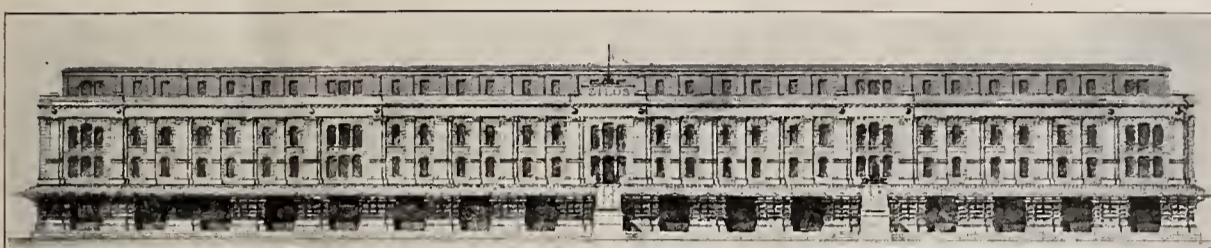
that if we work in harmony with their purposes and aid them in carrying out their objects, by confining our business to only regular dealers, and absolutely refusing to buy or handle grain for men known to be irregular and irresponsible, we shall add many dollars to our now meager profits and lie awake fewer nights wondering if "that fellow will ever pay his overdraft."

PROJECTED GRAIN WAREHOUSE AT GENOA, ITALY.

Genoa, from its position, enjoys prominence in the grain trade of the Mediterranean. It is the receiving port for much of the grain destined for consumption in Central Europe, and in the past few years its receipts of grain have more than doubled. But like many other European cities, the growth of its trade has outstripped its facilities for handling it; and while English, French, German, Belgian and Russian ports have adopted improved methods of handling grain, Genoa has been contented with more primitive ways.

A project has taken shape to supply the want of improved facilities, and a concession has been asked from the local authorities for the site of a proposed silo or warehouse for the import grain trade. Our illustrations give an idea of the projected building. It has a frontage of about 500 feet on the water. The plans contemplate piers and electric lighting so that vessels can discharge their cargoes night or day, and in any sort of weather. The cost will be over half a million dollars, exclusive of some important items, and the storage capacity will be close upon a million bushels. The bins are planned to cover a space about 400 by 75 feet, and 50 feet high. They are grouped in honeycomb shape, and are to be of concrete and cement. Each bin or silo will have a capacity of something over 3,000 bushels. Everything is planned on a massive scale, and it may be predicted that the warehouse, if built, will not collapse.

The unloading of grain from vessels will be done by a telescopic elevator leg shown in the cross section. Four vessels can be unloaded at one time, as they



PROJECTED GRAIN WAREHOUSE AT GENOA, ITALY.

demand for such a distinction between men engaged in the grain business previous to that time.

It would seem on first thought that the difference between a regular dealer and an irregular one was plainly outlined. But the directors of this Association have found at times that it was extremely difficult to determine just where the line of difference should be drawn. In a general way it may be said that a grain dealer, to be considered regular, must operate an elevator, or at least a dump connected with a suitable warehouse. Other things which might be considered as having an important bearing on the question, and which must be considered in connection with the first part of the definition, is a man's capital, his credit, and his intentions of remaining in the grain business. With these main points before us I have made the following definition of the regular dealer, and while it may be imperfect, I shall try and make it answer the purpose of this paper:

A regular grain dealer is a grain dealer who, having invested considerable capital in a warehouse and machinery at a certain town, signifies his intention of embarking in business at that town, and in the same manner as merchants in other lines of trade, purposes to take his chances with the prosperity or adversity of the section of the country in which he has located.

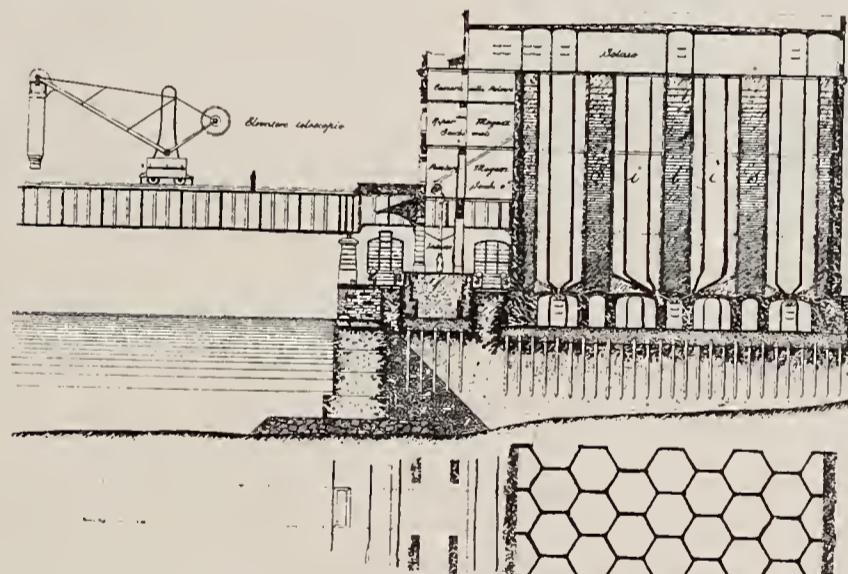
Dealers other than those included in the preceding definition may be considered irregular, and include "track men," "scoop shovel men" and "scalpers" of various kinds.

Besides the qualities of a substantial business man, as already enumerated, we may expect to find other good points in a regular dealer. To be a successful grain dealer in the country a man must first of all be honest. He cannot afford to be otherwise. His office is the clearing house for the bulk of every farmer's crop. The general merchant may deal with but a percentage of the farmers at a time, and think he can afford to undertake sharp practice; the grain dealer must be honest, for he comes in contact with all of the farmers. If he creates a suspicion of dishonesty, in a short time his reputation is known to every farmer, and he then may as well close his elevator doors, for his business is gone forever. Thus it is that the conditions of the trade place a premium on fair dealings, and insure the honest dealer wide patronage, while he of questionable practices may soon be forced out of business.

Furthermore, a man who will associate himself with an organization whose avowed principles are based on just and equitable dealings with each other and all men, is a pretty safe man to do business with. If to this, a man adds an investment and capital sufficient to conduct his business according to its needs, a commission man may feel assured that all contracts and obligations will be faithfully filled.

trade of the regular dealer for several months. Having found that he cannot buy grain on a margin, he ships around to different commission firms and makes drafts as large as he dares, when, having overdrawn enough to margin another car, he suddenly walks out of town with his warehouse on his head and his machinery on his shoulder. The commission firms that knew him once know him no more, for he has gone to some other town to continue the same tactics in his wife's name, or as manager for some mythical firm. Thus he will go on and continue to thrive, according to his ideas of thrift, until commission firms refuse to do business with any but those they know to be regular and responsible dealers.

The great problem with every business man is how to make his business safe, and he aims to do this by confining his business relations to those



PLAN AND SECTIONAL VIEWS OF THE PROJECTED GRAIN WAREHOUSE AT GENOA, ITALY.

he believes to be responsible. But competition which forces the dealer to accept small profits often leads him to take chances that his best judgment tells him to pass by. How near he succeeds in doing a safe business the profit and loss account will show. I will venture to say, there is not a man in the grain trade at terminal markets but has had every year a larger amount to place in the expense account than he would if he had confined his operations to regular and responsible dealers.

I have contrasted the responsible and the irresponsible dealer. Which would you prefer doing business with?

The Grain Dealers' Association of Kansas represents the responsible class. They are engaged in a warfare against defrauding and irresponsible men who buy grain. It is a fact, plain to anyone, that the interests of commission firms at Kansas City or elsewhere lie with this Association, and

will lie along the piers, and not alongside the house. The total capacity of the unloading apparatus will be about 20,000 bushels per hour.

The perennial David Lubin, like Banquo's ghost, will not down. He and his associated grangers of seven states are still working to have the government adopt his impracticable scheme for encouraging agriculture by granting of a bounty on wheat exported.

Men who have studied the cornstalk scientifically think that within a few years farmers will be receiving from \$15 to \$20 per acre for their cornstalks. It is expected that mills will be established for the manufacture of the product. Of the products that may be evolved from the matured cornstalk there may be enumerated cellulose, celuloid, smokeless gunpowder, lacquer, cattle feed, roofing material and a material that will answer every purpose of papier mache.

ANNUAL MEETING OF THE NATIONAL ASSOCIATION.

The first annual meeting of the Grain Dealers' National Association convened in Des Moines, Iowa, Tuesday morning, June 29, and lasted two days, with three sessions on Tuesday, two on Wednesday, and a trip up the Des Moines River in the evening, with refreshments and music. There was a good attendance during the meeting, about 200 coming from Indiana, Illinois, Minnesota, Iowa, Nebraska, Missouri and Kansas. All the sessions were well attended, and an active interest was manifested in the proceedings. It was found that, even with two days to work, the time was not long enough.

TUESDAY MORNING SESSION.

The meeting was called to order at 10 a. m. by the Secretary, W. H. Chambers. Owing to the inability of President E. S. Greenleaf to attend the meeting, N. Hodgson, Des Moines, Iowa, was selected to preside.

An address of welcome was given by J. W. Hill, president of the Commercial Exchange of Des Moines. He said in part:

The city of Des Moines welcomes the grain deal-

ers to share in the good things it affords. It gives the entire city, as well as the state, great pleasure to have the grain men meet in the capitol city, for the interested parties all over the state have prepared for and await the coming of this day, when the ideas of the best posted men in your line of trade are here given and discussed. They expect to voice the sentiment of the first annual meeting as one of great benefit to all who are concerned. The people of Des Moines have determined to make your stay here one of pleasure, and the men in this convention have determined to leave an impression which will cause the people of Des Moines to be unanimous in the request that you come here again at your earliest opportunity, to hold another meeting which shall be as profitable as this one will prove to be to all concerned. Des Moines furnishes many places of amusement and instruction, where the grain dealers in the time they have not occupied with matters pertaining to these sessions may go. Des Moines has some pretty parks, where a pleasant hour or two can be spent. The river to-morrow night will claim your attention, for a steamboat will be at your disposal, and while you are journeying up the stream you will satisfy yourself with the refreshments which the committee on entertainment shall have provided for you.

The Commercial Exchange bids you welcome to its rooms across the street, where you may meet the business men, or spend a little time in informing yourself in the many ways in which the Exchange abounds. We want you to feel at home while you are here, for everything the city affords is at your disposal. I realize I am talking to representatives of a class of men who have handled in the past year cereals to more than the value of \$1,000,000,000.

For these facts we have reason to be proud. It demands recognition, and in itself would secure for you a hearty welcome.

The objects of your organization are to overcome shortages, to form a basis of inspection, to secure correct and equitable weights, to consider sampling and take up the matter of insurance and many other matters which pertain to your business. When all of these matters are out of the way, the producer will be helped by their removal. I hope your sessions will prove harmonious and helpful.

Capt. M. T. Russell of Des Moines, in his address to the meeting, said:

Gentlemen of the Grain Dealers' National Association: We are frequently asked by grain dealers what benefit will an organization of this kind be to us? The old adage, "In union there is strength," will certainly hold good with grain men as well as with others. The business men of every other line of trade have for years been organized. The farmers have their granges, the millers and lumbermen have their trusts, the newspapers their union, the grocers and the hardware men their associations; in fact, nearly all lines of trade have their organizations. This is necessary for mutual benefit and self-protection.

We live in a progressive age. Methods of doing business are constantly changing, and the successful business man in any line of business must keep up with the procession. If he does not, he soon becomes an old fogey, a back number, and sooner or later drops out and becomes a chronic kicker and grumbler, of no earthly use to the up-to-date business man, a fit subject for ridicule because of his antiquated methods of doing business.

I take it for granted that the grain dealers who are in attendance at this meeting are modern business men. They are here to exchange ideas with men engaged in like business, to give and receive information regarding the merits of new machinery that has been tested by them; to discuss the question of excessive shortage of grain in transit and at terminals; the question of high insurance rates and how they can be reduced. Equitable inspection is another important subject to consider at this meeting. It takes a man wholly sanctified if he can refrain from using unorthodox language after he has shelled and shipped a crib of corn, all raised on the same farm, shelled and loaded the same day, and inspected the same day, one car grades No. 2 Yellow, one car No. 4, and one car No Grade.

The scoop-shovel dealer is another thorn in the already punctured side of the country grain dealer. His case should be fully discussed at this meeting, and, together with the railroad men present, this scab on the grain business should receive a large share of attention.

Rental of country elevators by the railroads will come up at this meeting not only for discussion, but for some definite action. Besides the discussion of the subjects enumerated, many minor matters of interest to the grain trade will be presented to this convention for consideration.

This is a splendid opportunity for the grain dealers present to become acquainted with the freight men of the principal railroads in Iowa, as all, or nearly all, of the roads in the state have promised to have representatives here. Some of them are already here.

Among the grain men, it used to be the rule to walk around with a chip on their shoulder, just spoiling for a fight with some railroad company, honestly believing that the only way to get along with the railroads was to get into a legal controversy with them. We have all learned better in later years. We have found out that the better way to do business with any corporation is to get along without a lawsuit if possible, because a shipper is always at a disadvantage in a scrap with a railroad company, and generally comes out as the parrot did after the monkey had interviewed him. The National Association believes in settling all its troubles with the railroad companies in a businesslike way, and in meeting them half way in a fair and square proposition, and the chances are ten to one that their differences can be settled without resorting to the law.

The grain business is generally considered by the commercial world to be a very hazardous business. My observation, dating back to the year 1870, has taught me that the grain dealer who has strictly adhered to a legitimate grain business, confining himself to the handling of actual grain, using his best judgment and all his energies in the business, has succeeded as well and can show as good results for his labor as the average man in other lines of trade. The great trouble with the country grain dealer is his disposition to fight his neighbor and indulge occasionally in dealing in wind instead of actual grain. Show me a grain dealer who keeps fully abreast with the advancing methods and the continual improvements which are constantly being made in the manner of doing business, who takes and reads the literature published in his interest, and who attends the grain dealers' meetings and takes an interest in them, and I will show you an

up-to-date, successful and prosperous country grain dealer.

The meeting adjourned until 2:30 p. m.

MEETING OF ASSOCIATION DELEGATES.

At 11 a. m., pursuant to a call issued by Secretary Chambers, of the National Association, to all of the different State Associations, to meet at this time and place, to discuss association work, there convened in the Club Room at the Kirkwood Hotel the following parties delegated by the different associations to confer in this work: Illinois Grain Dealers' Association, B. S. Tyler, secretary, Decatur; Southwest Iowa and Northwest Missouri Union, D. Hunter, president, Hamburg, Geo. A. Stebbins, secretary, Coburg, Iowa, F. M. Campbell Randolph; Nebraska Grain Dealers' Association, E. K. Harris, Omaha, J. E. Utt, secretary, Omaha; Kansas Grain Dealers' Association, N. B. Hieatt, president, Willis, E. J. Smiley, secretary, Dunavant, L. Cortelyou, Muscotah, and A. J. Denton, Centralia, Kans.; Grain Dealers' National Association. Secretary Chambers, M. McFarlin, and N. Hodgson, Des Moines, Iowa.

The first matter discussed was the work which has been done toward securing the compensation of country elevator men by the railroads. This was fully looked into, and the agreement reached that all associations would combine, and pay a proportionate share of the future expense of pushing of the work. A committee of three, composed of D.



SECRETARY W. H. CHAMBERS, DES MOINES, IOWA.

Hunter, Hamburg, Iowa, N. Hodgson, Des Moines, Iowa, and Secretary Chambers, of the National Association, was appointed to act as a joint committee of all of the associations to carry on this special work. This committee will at once push this work, and hopes to be able within a reasonable time to secure some definite answer, as to whether this can or cannot be secured.

The next matter considered was a scheme to form a new federation of all of the existing grain associations, under one head. The general idea met with favor from all sources, but owing to the different conditions which will have to be taken into consideration, in securing a basis to come together on, it was not possible in the short time to formulate any definite proposition to offer to the associations for their acceptance. But it was decided that the committee should recommend that something of the kind should be brought about as soon as possible.

TUESDAY AFTERNOON SESSION.

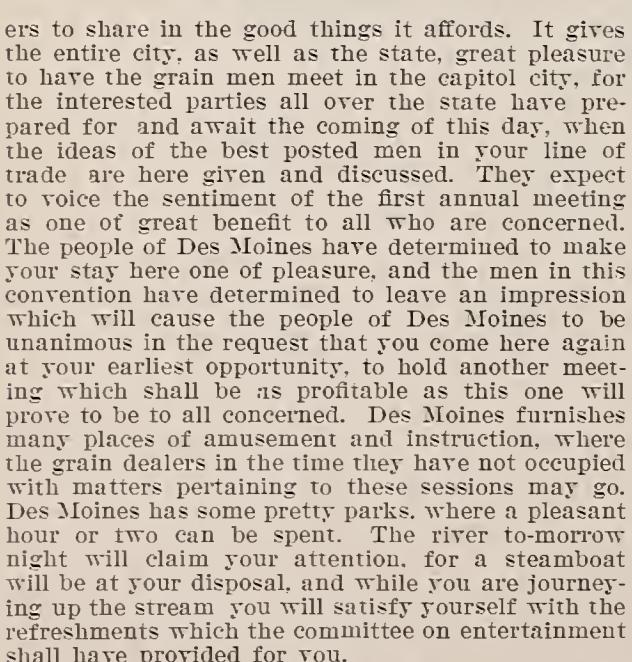
The meeting was called to order at 2:30, and the minutes of the meeting Nov. 9, 1896, at Chicago, Ill., were read by the Secretary, and approved as read.

The chair appointed the following committees: Resolutions—D. N. Dunlap, Fontanelle, Iowa; N. B. Hieatt, Willis, Kans.; A. E. Hartley, Goodland, Ind.

Amendments—G. A. Stebbins, Coburg, Iowa; B. A. Lockwood, Des Moines, Iowa; Lyman Johnson, Sioux Rapids, Iowa.

Nominations—L. Cortelyou, Muscotah, Kans.; M. T. Russell, Des Moines, Iowa; B. S. Tyler, De-

FIRST VICE-PRESIDENT E. A. GRUBBS, GREENVILLE, O.



catnr, Ill.; J. M. Sewell, Hastings, Nebr.; D. Hunter, Hamburg, Iowa.

The annual report of Secretary Chambers for the time from the organization to June 30 was then read. From it we take the following:

SECRETARY'S REPORT.

To the Members:—It becomes my duty, under the instruction of our Constitution, to submit to you at this meeting a full report of all the business that has been transacted in the name of the Association, and the work that has been accomplished for the good of the body, by your officers. Also its failures. It may appear to some that the report, as I shall make it, does not make a showing of as much good work as it should. But I believe that when all we have had to contend with is taken into consideration, and the short time the Association has been in existence, the showing I do make will surely be a fair return for the support you have given this organization.

For some years past organization had been agitated. The general opinion was that some concerted action should be taken by the dealers in grain to remedy the difficulties with which all had to contend. It was considered too much of an undertaking to carry the suggestions into effect, until the "American Elevator and Grain Trade" took the matter in hand, and commenced to make a canvass of the dealers. As a result of its work, and in answer to a call for a meeting, there gathered at the Saratoga Hotel, Chicago, Nov. 9, 1896, some 75 grain men from the states of Illinois, Indiana, Ohio, Iowa, and Nebraska. After a thorough canvass of the situation, it was decided to make an effort to form a National organization of grain dealers, extending the membership to all who were engaged in the business.

A constitution and by-laws that seemed to be suitable to the conditions at the time were adopted, your present officers were elected, and a crude outline of work was adopted. A call was made to all who had attended the meeting, also to those who had promised their support if the movement was started, to give it their support, and be considered as charter members, on the records of the Association. Of the 375 to whom this call was issued, only 40 responded. It was hard to understand the reason for this, and for a short time it discouraged the officers, to whom had been delegated the work of making a success of the movement. At their first meeting on Dec. 15, 1896, at Chicago, the officers outlined a vigorous policy to be followed, believing that if results could be shown the Association would then meet with hearty support from the trade.

It was evident that one of our greatest fields of work would be in our relations with the railroads, and knowing that if we made any success we would have to have men on our Transportation Committee who were recognized as capable, and prominent dealers on the different lines of road, there was selected such a committee. I will not go into detail as to the work of that committee, as the chairman will make a full report of what has been done. But I will say that as a result of that work a better feeling between the railroads and the dealers who are identified with this work exists than in the past.

The policy which we have pursued is one of friendliness to the railroads, our position being that we represented one of the largest class of shippers with whom they transacted business, that in so large a business there were always appearing rough places, that it was the intention of this Association to come to the railroads in a friendly manner, if that were allowed, and present the questions which we had in hand, and ask a consideration of the same, and if reasonable in our requests to have them granted, or remedied as the case might be. As a result of this policy, I would say, all cases which we have presented have met with a ready consideration, and have been accorded a recognition which bodes good for all concerned in the future.

The Board of Directors directed that I, as your secretary, should make as much effort as was possible to interest the trade in the movement, and to take whenever the opportunity offered any complaint of any dealer, and try to secure a remedy, thus giving to those who would extend their support as much help as we could. I shall try to give you as briefly as possible a synopsis of the result of the general work.

To get members I have placed the aims and outline of the work before all the dealers possible, and tried to secure the coöperation of every new member by inducing him to work among his neighbors. The strongest aid that I have had has been given by the "American Elevator and Grain Trade," which has at all times extended to this Association its services in any manner it could give them.

I have mailed to the trade, at one time 5,000 circulars, at another time 2,500 blank applications, and have written fully 2,000 personal letters to dealers, soliciting their support. In all I have mailed to all parties, in the work of the Association, over 11,000 letters, circulars, etc., which has placed this Association before all the grain dealers in the central part of the country.

I have worked to secure from all the existing state

and local grain associations support for this Association, and to secure harmonious action on all matters, also to cause to be organized local associations to handle the work which this Association would not be able to take up. As a result of those efforts we have the coöperation of all the state and local associations, and have been instrumental in having new ones organized, which now have a total membership of 1,100 members, and represent over 2,000 elevators.

I would say that we have with us at this meeting the presidents and secretaries of the different local and state associations, whose idea is to formulate some plan whereby there will be a concerted action of all associations to devise means of identifying those engaged in the local association work with the work of the national also. I urge that some action be taken at this time as to the policy regarding the relationship that will exist between the local associations and the national.

I have attended a number of meetings of grain dealers in the interests of the Association. The results of attending the meetings of the associations and other trips that I made resulted in greatly extending the membership of the National Association, creating a harmonious feeling, and we got a good many members that we would not have secured without personal solicitation.

I have had a large number of complaints submitted to me, some of them of such a character that I could not take them up, as they pertained to local affairs, and needed the attention of a local association, still some of these were settled satisfactorily, and the others were called to the attention of the



DIRECTOR M. MCFARLIN, DES MOINES, IA.

local association covering the territory. Some cases have also been appealed to this Association for help from the local associations. A good many matters came before me that were entirely within our work, and which we have been successful in having remedied. We have not had as many complaints of this character filed as we should have had, and consequently are not able to make as good a showing as we would have if you give us more work. I wish to call your attention particularly to excessive shortages, inspection and troubles of all kinds. If you would properly make out a statement of complaints of this character and send to the secretary, it will give him on hand at all times proper evidence to be had at hand when any important matter comes up. It is true that the general work of the Association is on broad lines, but if you have any matter that is wrong in your business, if you would file a report of it with the secretary, it adds to his evidence in making charges against this or that trouble as it comes up, and will be a great aid.

I give you below some of each class of work that I have done to show you what is possible to accomplish.

Securing the establishment of a No. 3 White grade of corn at Louisville, Ky., parties selling No. 3 White or better in this market were let down, as there were only the established grades of No. 2 White and No. 4 White, no such grade as No. 3 White existing. In connection with the Illinois Association this matter is being worked.

Shortages on some 20 cars at Chesapeake & Ohio Elevator, Newport News, correspondence resulted in satisfactory explanation.

Have had a number of complaints against scalpers in Illinois, Iowa, Nebraska and Kansas. I have, as a rule, written to the parties with whom they were doing business, explained the situation, as to the character of the people, and so far it has resulted

in a satisfactory arrangement. I have found that commission men and elevator people do not desire to trade with this class, and simply calling their attention to the matter results in the remedy sought for. But scalpers are pretty hard to hold down, and will break out.

Complaints against short weights at following elevators, placed on file for additional evidence:

Canton Elevator, Locust Point Elevators, Baltimore, Md.; Crescent, East St. Louis; three private houses in Kansas City, and some minor houses.

Complaint of storage charges being exacted on grain in transit by the I. D. & W. R. R. Afterward taken up by other parties with the railroad, and I learn was settled.

Complaint against commission merchants buying grain direct from farmers, and soliciting consignments. Mt. Pulaski, Ill.; Montfort, Wis.; Brook, Ind.; Forsman, Ind.; New Berlin, Ill.; Huron, Kans.; Clyde, Mo., and others. In all cases settled satisfactorily.

Complaint of switching charges on grain at Chicago and Milwaukee by C. & N. W. and C. M. & St. P. was filed, and in response to an appeal from this Association the Chicago & Northwestern Ry. replied that "on and after June 21, 1897, our company will assume the switching charges of the C. M. & St. P. road at Milwaukee on all grain arriving from all stations in the state of Iowa, the maximum charge to be assumed by our company to be \$5 per car. Under present agreements in reference to switching freight at Milwaukee, this will deliver grain arriving over our road to all tracks on the C. M. & St. P. road, at the current tariff to Milwaukee."

Discrimination in rates at Okolona, Ohio, settled, and shipper's claim paid for shipments of grain for 15 days.

Adjustment in a rate on Burlington, reduced to equality with other stations.

Complaint filed by B. A. Lockwood Grain Co. against commission house. Failure to comply with contract, causing a loss to parties of several hundred dollars. Took the case up, secured a board of arbitration, and case settled satisfactorily to all parties.

A large number of complaints of shortages in weights at Kansas City, and on track weights-at St. Louis, when sold by sample and unloaded for city use, were received. I took up the matter with Governor Stephens of Missouri, had a conference with the Chief Grain Inspector, appeared before the short weight investigation committee of the Board of Trade at Kansas City, and filed a statement of weights with that market. I still want good evidence to place before the committee to aid it in its investigation. Unless some change is manifested it will appear to be better to transfer business to other markets until such a time as weights in that market are up to a proper standard. The Nebraska Association and the Kansas Association have also been very active in pressing the investigation at that place.

As to the St. Louis matter, I filed a request with the Warehouse and Railroad Commissioners of Missouri, asking that all tracks of railroads designated as unloading tracks be properly fenced, with a standard pair of scales, and a public weighmaster placed in charge, and a watchman in charge at all times. Have not been notified of any action by them as yet.

I have given you above a short statement of some of the work that we have handled since we started. In some cases we did not succeed as well as we hoped to, but are still at work on those in which there is any chance to do good work. It is urged that you will continue to bring all matters to the attention of your secretary, so that he may do all that is possible for you. If he succeeds it will repay you for your trouble; if he fails you will be no worse off.

Another matter that has come up in the last month, and on which we will have a full report tomorrow afternoon, is another patent right scheme, which Mr. M. S. Seeley of Fremont, Nebr., has sprung on the trade.

It is believed from the investigation that has been made so far that it can be proved conclusively that this contrivance was in general use prior to the time that he secured his patent. This Association is gathering information, and if it is in a position to prove the claim, it will advise all of its members, and in case suit is brought will make a test case of it.

I have introduced to members of the association a plan of tagging cars, with an official car tag, issued by the Association at a nominal cost to the member, stating that the car was shipped by a member of this Association, and giving in-loading weight, with a request that it be properly weighed at destination. Those who have been using them are well pleased with the card, and I would urge that all who have proper facilities for weighing should use them.

I also wish to suggest another matter, that each member of this Association have printed across the top of his letter head, "Member of the Grain Dealers' National Association." You will readily

see where the benefit will come from this, and it will advertise the Association.

I have attempted to call to your attention the general work that we have carried on, and in closing, I would say that the developments of the past have been such, that by steadily increasing our membership, which will give us strength and prestige, we will be better able each month to help every member of this Association than we were before. A few months ago there was no such thing as this Association, the grain trade had no national organization looking after its interests (a go-as-you-please way of doing business); to-day you have this Association, well organized, and recognized by all with whom it has had any dealings, as a good thing. So with a large field opening before it as it enlarges, will it not be a means of making the trade a business that you can carry on with some assurance that it is a better one than it has been in the past? It will be considered an honor to belong to it. In thinking over the future this thought has come to me in the formation of this Association: we are going to secure something to which we have not given much thought, and that is the friendship every member is gaining among the grain trade, in his county, state, and adjoining states, in other words a fraternal feeling is growing. We have here to-day dealers from different sections of country, so if it had not been for this gathering you would not have had the pleasure of meeting and grasping the hand of a fellow man who is engaged in the same line of work that you are, suffering the same troubles, and needing the same aid, nor of listening to papers, discussions, and information that will help you in some similar trouble which you have not thought of. Why is not the fraternal feeling which you are building up worth the membership in this Association? Why not have a fraternity of grain men?

I would urge that in the future each member of this Association give to the work of building up the Association all that he can, talk to your neighbor, stand by the officers, and help them, do not get discouraged (it is easy enough for the officers to do that), and if you make a change in the ones you now have, give them a great big push, if you do this it will make this movement a benefit of such a character, that you will always feel grateful to those who made the start and worked for its success.

In closing, I hope that your secretary, in making his annual report next year, will have to, from necessity, use as much paper as you receive in one of your large dailies, to chronicle the good that has been accomplished for the trade, and that we will number, of good, honorable grain men working for the good of all, thousands instead of hundreds.

The financial statement of the Association showed the receipts to be membership fees, 130 fees at \$10 each, \$1,300; 20 fees, at \$5, \$100; dues paid for 1897, \$30.38; from special assessment, and credited to dues of 1897, \$73; total receipts, \$1,503.38.

Expenditures—Postage, \$212.20; printing, \$111; office supplies, \$20.10; stenographers, \$108.25; sundry expense, express, freight, etc., \$15.20; traveling expense of secretary, \$189.65; traveling expense of officers, \$92.52; salary of secretary, \$644.38; office furniture, \$60.75; office rent, \$50.10; telegrams, \$14.03; commissions on applications, \$5; membership fees returned, \$10; total expenditures, \$1,533.18.

Excess of expenditures over receipts, \$29.80; bills outstanding and to be paid, printing, \$45.

The report of Secretary Chambers was accepted, also statement of financial report.

Following the above was the report of B. A. Lockwood, chairman of the Transportation Committee, which was approved of by the meeting in every respect. From it we take the following:

REPORT OF TRANSPORTATION COMMITTEE.

Mr. President and Gentlemen of the Convention:—The report which I am about to make is not what it might have been, had someone better qualified for such work been selected to fill my place; neither has your committee accomplished what it could have done had the membership of the Association been as large in proportion as the work undertaken. Allow us to impress on the minds of all present, that with a membership large enough to make us recognized as a well-organized body, and as strong as we would be were one-third of the regular grain dealers members, the results of the Transportation Committee's work would simply tickle you.

I have the pleasure of reporting to you, at this time, a full statement of the work of this committee, together with the aid of the sub-committee, which were composed of the following men:

Transportation Committee.—B. A. Lockwood, N. A. Duff, W. H. Suffern, Warren T. McCray, and Orin Jay. Sub-committee.—F. L. Harris, A. B. Jaquith, J. E. Utt, R. B. Schneider, F. M. Baker, A. L. Harroun, J. W. Adams, M. McFarlin, L. B. Brinson,

N. Hodgson, and others who extended to the committee their aid.

At the meeting of the Board of Directors, Dec. 15, 1896, the committee as named above was appointed, with general instructions from the Board to take up some plan of work that would be of benefit to the trade. After looking over the situation it was decided to place the Association before the railroad companies, giving them to understand the attitude which it would assume toward them, and to secure their friendly consideration if agreeable to the companies. This it did, and so far in the matter which we presented to them, and in other matters which came up, we wish to express satisfaction with the consideration given by the companies.

In selecting a line of work it appeared to us that we should attempt that which would be of such importance that it would, if secured, prove of benefit to all. A great many matters appeared, which is to be expected in a class of business which takes in so many interests. On investigation we found that a great many of them were the natural result of adjusting rates, and different conditions of handling caused by local influences, and competition, and which in nearly all cases were capable of adjustment by our secretary by calling the attention of the traffic manager to them.

We construed the work of this committee to be more of a body to devise some plan of action which would be of benefit to the trade, and offer a remedy for some of the most urgent ills to which the investor in elevator property was subjected to. There

weighing and loading of bulk grain; that it would be legitimate to furnish these facilities, or to contract with some individual, firm or corporation to render this service to the railroad companies, by furnishing such facilities and performing the work necessary to fulfill their contract. Therefore, the following proposition is submitted:

The members of the Grain Dealers' National Association in your territory, operators of elevators and warehouses, already erected on your tracks, will agree for a compensation of two cents per one hundred pounds, to weigh, receive and load into cars tendered for loading, any grain offered for transportation over your lines, either by the member himself or anyone else who tenders bulk grain in carload lots.

As a guarantee that we ask the contract with you only as a protection against undue competition, and not for our own benefit, we will agree in addition to the above that when grain is tendered for sale that in determining the price we shall pay for the same, we will consider the grade of the grain offered, add to the price of such grain the amount of compensation received (the price figured on track at station under your regular tariff with terminal expenses added), and then deduct for expense, interest and risk and profit the following margins: One and one-half cents on corn and oats, two cents on rye and three cents on wheat per bushel. The amount thus determined to be the price we will offer for such grain.

This arrangement will give the regular legitimate grain dealer protection for the investment made and for the service rendered, which he is now and would continue to make in the way of maintaining a steady and regular market. The collection of this class of freight for you which produces the greater share of your gross earnings. Also it would give to the farmer the amount of the consideration which is given, two cents per one hundred pounds.

It is further agreed to furnish a reasonable bond to you for the proper handling of grain tendered for loading by other parties than the members. We state in support of this that the proposition would give the following results:

Would add stability and uniformity to grain rates. Bring a larger revenue to the railroads than under the present methods. That it would be better to pay this compensation to the original collector of this freight than to transfer and terminal houses and elevators. That it will preserve on your tracks in good condition, elevators and warehouses, which under the present circumstances are depreciating. Also it would be an inducement on new roads which have been built in last few years for the grain dealers to erect new houses, but which will not be done under the present conditions. That there is a moral obligation resting on the railroads to give this investment and service a protection. That you will gain the good will, influence and support of the grain dealers by favorable action.

This proposition is legal in every respect, as it does not take into consideration the question of rates, it being a means of securing by the common carriers a better method for the handling of tonnage of this character, and would enter into railway operating accounts as an item of expense.

In presenting this it is not to be construed as a method to reduce existing rates. If this proposition as made is accepted and put into effect it will result in uniform and just prices being paid to producers, harmonious action among dealers, and the removal of existing confusions, the tendency of which is to demoralize prices and rates by involving the railroads.

It will insure to the railroads and to the grain dealers a fair share of the business for each. Also it will remove the necessity of railroads encouraging large quantities of corn to be cribbed on their lines, which is moved out at stated times on a low rate basis and at the inconvenience of the railroads. Again it will make an even movement of grain, thus reducing the operating expense of the roads to a minimum on the grain traffic.

The compensation asked for is the actual cost of maintaining and operating the average elevator and warehouse for a term of years.

At the time the proposition was taken under consideration by the Association, with a promise that in a short time it would render an answer. In a very short time thereafter the Freight Association disbanded, thus destroying any further consideration of the matter by that body.

The proposition as submitted to the Western Freight Association was afterward laid before 5 or 6 of the leading roads of the West, and the following position was taken by nearly all of them:

They were not averse to according to the grain dealers some recompense for this service, but in view of the fact that it was and had been a mooted question for some time as to what the relation of the carrier would be to the elevator man, they did not feel at liberty to institute an arrangement of this character, until it could be shown that it would not place them in a position where they would be liable to action for an infraction of the Interstate Commerce Law. But if we could furnish them with an opinion, or decision of the Interstate Commerce Commission to the effect that it was within their province to enter into an arrangement of this character they would be perfectly willing to enter into further consideration of the matter.

One or two of the roads are very much in favor of the proposition, and it appears from what information we can gather that they would be perfectly willing to accord to the elevator man compensation of the kind proposed. Immediately following this answer from the roads, all the railroads were thrown into a muddle by the decision regarding the Anti-Trust Law, causing such a condition that we considered it inadvisable to press the matter further with them until they were in a better shape to consider it, and we were better prepared to present our case. Since that time we have allowed the matter to partially rest, with the exception of look-



DIRECTOR A. E. CLUTTER, LIMA, O.

has been some agitation, in fact, ever since the Interstate Commerce Law went into effect, looking toward an arrangement with the railroads, to secure from them some compensation for the furnishing to them of depots by the elevator men, and caring for the freight tendered.

This seemed to be a field for action by this committee, and after a thorough discussion of the situation it was decided to investigate thoroughly the legal status of the question, and if found that we had a reasonable ground for presenting a matter of this character to the companies we would do so. Our first work was to interview the different leading trunk lines, and find out from them their attitude toward an arrangement of this kind. This was done by having some leading grain man on each line call upon the proper official. As a result of the work, it was found that in the cases of some 5 or 6 leading roads, if a proposition could be tendered them, they would be willing to look into the matter, and would then give us an answer as to their disposition in the matter.

As a result, your committee was accorded the privilege on March 9 of appearing before the Western Freight Association at Chicago, and given a hearing on the matter, at which time we presented to them the following proposition:

PROPOSITION SUBMITTED TO THE MEMBERS OF THE WESTERN FREIGHT ASSOCIATION, THROUGH ITS RATE COMMITTEE, AT CHICAGO, MARCH 9, 1897, BY THE GRAIN DEALERS' NATIONAL ASSOCIATION.

The railway companies at their stations do furnish facilities for the proper loading of freight, such as depots, stock yards and other facilities. That it is their charter privilege to provide such facilities, by ownership, lease or contract for service rendered.

That they now have no facilities for the receiving,

ing to some plan to secure the opinions asked for as to the legality of the proposition.

To secure this opinion, we have two obstacles staring us in the face. First, how to get a proper opinion, and where to get it, and second, where to get the funds to carry it through.

There are two ways suggested to get the opinion that we need. One is to take a case, arranged for the purpose, to the Interstate Commission, the other is to take a case similarly arranged, up to some Federal Court, by injunction proceeding. The latter seems to be most feasible. But as to this it is yet to be decided.

As to the financial part of the proposition, the National Association has borne all the expense of the work so far, and as it involved the interests of so many, it appeared that we could not at the time go on.

The Illinois Grain Dealers' Association proposed that all associations enter into a pool, on a membership basis, and bear the pro rata share of the expense. This has been agreed to by the Nebraska Association, Kansas, and Southwest Iowa and Northwest Missouri Union, and they have representatives here at present looking toward some united plan for pushing of this matter.

It appears from a good many sources of information, unofficially, that the proposition, as made, is clearly legal, and purely within the province of the railroad companies to enter into. But you will readily see that a question of this magnitude takes into consideration so many conditions, and such a large number of people, that it must meet

road in Nebraska, for their consideration. So far none of them have adopted it, but probably will:

Chicago, St. Paul, Minneapolis & Omaha Railroad,
Superintendent's office, Nebraska Division,
Omaha, Nebr., June 23, 1890.

CIRCULAR LETTER NO. 25.

All Agents, Nebraska Division:

The State Board of Transportation of Nebraska has decided that: "A railroad company is under no obligations to provide a car to anyone on the mere statement 'I am going to buy 600 bushels of corn on the market, get me a car in which I may load it as I buy it,' but as soon as the person has got the corn on hand, in sight, and tenders it for transportation, then begins the obligation on the part of the company to provide means for transporting it."

It has also decided that: "Whenever, by reason of unusual circumstances, freights have accumulated to an exceptional extent, and then are offered in extraordinary quantities, the company fulfills its obligation to the public by furnishing cars ratably and fairly to all shippers in proportion to the freights tendered for shipments respectively."

From the above you will see that it will be proper to furnish empty cars to dealers who have grain stored in elevators ready for immediate shipment, in preference to "track buyers" who have not the grain in sight to tender by carload for immediate loading at the time they order the empty cars. Please be governed accordingly.

H. S. JAYNES, Supt.

Approved: W. A. SCOTT, Gen. Supt.

From investigation we find that a ruling of this character is in conformity with the rulings of the Iowa Railroad Commissioners, Illinois and Missouri. And if the railroads would place something of like

must be mailed to each member at least thirty days prior to the annual meeting.

Amendment No. 3.—By-Laws, Art. VI. Repeal and strike out Sections 3, 4 and 5, reading as follows:

"Sec. 3. Members of this Association shall not buy grain at any stations where they are not regularly doing business and where there is a buyer who is a member of this Association, without the consent of such buyer."

"Sec. 4. So far as lies in their power, members of this Association shall not transact business with irregular dealers; with parties with whom unfairness is proved; with receivers who patronize irregular dealers or with those who solicit grain from farmers or irregular dealers."

"Sec. 5. It shall be the duty of every member of this Association who learns of any commission firm, receiver or track buyer soliciting or encouraging shipments from irregular dealers, to report the name of said commission firm or receiver, together with the facts in the case to the Secretary, who shall record the same in a book for that purpose, and he shall immediately notify each member of this Association."

To be substituted in lieu of the above Sections 3, 4 and 5, under heading of Sec. 3, the following:

Each member of this Association shall be governed in all matters pertaining to the Association by the Board of Directors; and failure to obey the orders of the Board of Directors shall subject him to expulsion by the Board of Directors, subject to an appeal to the Association.

Amendment No. 4.—By-Laws, Art. 7, Sec. 1. Reading as follows: "These By-Laws may be amended by a majority vote of those present at a regular meeting. Formal notices of proposed amendments must be mailed to members at least thirty days prior to the meeting."

Amend by striking out the above section and substituting in its place under the same heading the following:

These By-Laws may be altered or amended by a two-thirds affirmative vote of the members of the Board of Directors present at any meeting of the Board, or by a two-thirds affirmative vote of all of the Board of Directors cast by mail and recorded by the Secretary.

The committee's report was adopted.

The amendments as proposed were adopted.

Applications for membership resulted in 12 new members.

New business brought out the discussion of a Private Bureau for Crop Statistics, for the personal use of members. At 5:30 p. m. the convention adjourned.

TUESDAY EVENING.

The evening session was devoted entirely to addresses and papers, and proved to be very interesting and instructive.

N. B. Hieatt of Willis, Kans., president of the Kansas Grain Dealers' Association, spoke on What is Needed in Kansas. He outlined what had been done, and showed to those present that association work was a vital necessity to the dealers in that state, for protection against the general foe, the irregular dealer and scalper.

C. J. Phillips, division freight agent of the C. R. I. & P. Road at Des Moines, followed with an address, which brought to those present a full understanding of the relations of the railroads to the grain interests. From his paper we take the following:

Each decade brings forth men of enterprise adapted to the march of time. The grain dealer is a necessity in this great developing process. It is through the enterprising, wide-awake grain dealer, who is continually searching the globe over for consumers, that the producer of the grain finds a market for his product. And we must not lose sight of the fact that the source of all wealth comes from mother earth, and the producer or grain raiser is the all important factor to the so-called grain dealer, as well as to all of the other business interests of the country. My observation has been that the shrewdest, sharpest, and most far-seeing business men we have are to be found among the grain dealers, and they play an important part in the development of the country.

The enterprising grain dealer is constantly searching for the highest obtainable price for his grain, and in turn pays the highest possible price to the farmer or producer. And this is the class of people that really develop the country. The rest of us are the so-called middlemen. Were you to ask me in what class of business men, in particular, we, as railroads, are most interested, we would hesitate, and then say the class of wide-awake grain dealers, with elevators with which to handle and store grain, ready at all times to buy the farmer's surplus and pay the highest market price. The elevator or grain house is a necessity to the regularly established grain dealer who does business six days in the week. The better the facilities for handling grain, the higher price the grain dealer can pay the farmer, and the more he pays the farmer for his surplus the more money he puts in circulation, and that is what builds up the country, towns and cities.

The town that supports one or more good elevators is suggestive of a prosperous community, with white farmhouses, and red barns, and a schoolhouse in every neighborhood, and business men in the town doing a paying business. You cannot confine prosperity to any particular class of business. What is of benefit to one branch of business benefits all to a



DIRECTOR T. P. BAXTER, TAYLORVILLE, ILL.

with considerable investigation from those interested.

In presenting these matters, and in talking over other questions, we have been accorded a prompt consideration by all the officials approached, and if it appears that the proposition in question cannot be accorded to the elevator owner, I feel that the friendship created and the recognition that has been accorded the grain trade will be felt in other matters that will come up from time to time between this Association and the railroads.

The result of the work as viewed by the railroad companies was that if the legality of the proposed proposition could be established it would be considered by them in a favorable light. But until that time they would not consider the matter, fearing the Interstate Commerce Law.

It is as much as we could reasonably expect under the circumstances, still we were led to believe that the railroads would be very prompt to accept of the shelter of the Interstate Commerce Law, which is in nearly all cases proved to be of no force, but a means of offering an excuse if so desired. It is hardly within our province to criticise any law, but it has appeared that the law in question has had for its only object, the injury of the grain trade. It does not apply in any general results to many other lines of trade, but it does prescribe the elevator investments, so that a condition has been reached wherein that investment is of virtually no value whatever, as a means to carry on a business. We offer this, that it should allow of a consideration for those who make investments and render services, as against those who do not. From recent decisions it would appear that in fact the Commission never was intended to be any more than an advisory board, with no power of execution.

We have submitted to several roads the following ruling, which is in effect on the C. St. P., M. & O.

character in force on their lines it would be giving only a just allotment to the party who makes an investment for the accumulations of this class of freight, until cars can be secured.

I submit all of the above information for your consideration and action.

B. A. LOCKWOOD,
Chairman Transportation Committee.

The Committee on Amendments proposed the following amendments:

AMENDMENTS ADOPTED.

Amendment No. 1.—Constitution, Art. II, Sec. 2, line 5. Strike out the word "honorary," and to the end of the section, in line 6, after the word "fees," add, "and shall be rated the same as the owner of one elevator." Making the section read as follows:

"Regular grain receivers and regular track buyers, who do not sell grain for, or send bids to, or buy grain from grain scalpers, irregular grain dealers, transient grain buyers 'scoop-shovel men,' may be admitted to membership on the payment of the regular fees, and shall be rated the same as the owner of one elevator."

Amendment No. 2.—Constitution, Art. VI, Sec. 1. Reading as follows: "This Constitution may be amended at any annual meeting of the Association by an affirmative vote of two-thirds of the members present. Notices of proposed amendments must be mailed to each member at least thirty days prior to the meeting."

Strike out the above and substitute the following:

This Constitution may be altered or amended by a two-thirds vote of the members of the Board of Directors present at any meeting of the Board meeting; or by mail, an affirmative vote of two-thirds of all the members of the Board of Directors, subject to an affirmative vote of two-thirds of the members present at the next annual meeting of the Association. Such alterations or amendments as made by the Board of Directors shall take effect at such a time as they may designate and be in full force until approved or rejected by the annual meeting. Notices of any alterations or amendments as made by the Board of Directors,

greater or less extent. There is a sympathetic cord that connects all branches of the industrial world. The very existence of the transportation companies depends upon the development and prosperity of the people. Their mission on earth is to transport the commodities of the producer to the consumer. Nothing more, nothing less. And it is the ambition of every railroad manager to have the farmers and townspeople along his particular line of road prosperous. In order to do this he must encourage factories, jobbers and diversified interests, and see that those dependent upon his line have as low rates of freight as those located on any other road, so as to enable them to successfully compete in the battle for trade. One is dependent upon the other.

It has been this strife and watch-care on the part of the railroad managers that have caused them to reduce rates of transportation from time to time, and not infrequently below the actual cost, losing sight of the interest of the property entrusted to their care, looking only to the interest of those dependent upon their lines. And it is not uncommon to find that rate manipulating and fluctuating rates work absolute injury to the business world. What the people want in this country is a steady, just and equitable rate, and know what they can depend upon, and that there shall be no unjust discrimination between the business interests, and that each is paying the same rates of freight for like service. It is as much the interest of the people that the roads should be kept in a safe, first-class condition as it is the interest of the owners. And in order to do this the owners must have rates of freight that will enable them to do it. The railroads are your friends. We are dependent upon you, and you are dependent upon us.

Why should not the representatives of the railroads be asked to meet with you, in this, your convention, called to exchange ideas, devise methods best adapted for the handling of your particular commodity? The farmer, as well as the railroad man, is interested in this convention. May your deliberations be conducted with wisdom and fairness to all.

W. L. Barnum, secretary of the Millers' National Insurance Co., was detained at home, but sent a communication from which we take the following:

ELEVATOR INSURANCE.

Insurance is a contract of indemnity, and any policy that will not give absolute indemnity in event of loss by fire is not good insurance, and should be rejected, for when a man, by misfortune, has met with a loss, it is then that he wants to feel and know that his protection protects, and that his contract of indemnity is absolutely sure. The Millers' National Insurance Company, with over half a million dollars cash, nearly two million dollars deposit notes, and a national reputation for equitable adjustment and prompt payment of its losses for more than 20 years, by its policy of insurance guarantees to fulfill the above requirement.

Being satisfied that in event of loss by fire the agreement as stated in the policy will be fairly and honestly completed, the next question is, the cost? Where can I obtain a policy that will cost me the least money? The Millers' National Insurance Company has for many years made a specialty of insuring grain warehouses and elevators upon the mutual plan, by which the assured obtains his insurance at actual cost. For over 20 years the annual cost has been about one-half the board rates. In no one year has it cost more than 70 per cent. of the board rate, while in other years it has cost only from 30 to 40 per cent., the average being, as above stated, about 50 per cent.

The business of this company is now so firmly established, its amount at risk so great, its risks so scattered, that the burning of one will not usually endanger another, and its cash receipts so large that we may safely assume that the average cost in the past will be maintained in the future. This company does not employ local agents nor pay commissions for obtaining business. That expense is saved for the benefit of its policyholders. All policies are issued from the home office in Chicago, and all risks are examined at least annually by salaried inspectors, who are experts in all matters pertaining to the hazards peculiar to grain elevators, and have no interest in recommending undesirable property. We have now on file full surveys or inspection reports of nearly all the best warehouse and elevator lines in this country.

E. F. Catlin of St. Louis being absent, J. P. Rumsey, of Rumsey, Lightner & Co., Chicago, talked to the meeting on the Relation of the Commission Merchant to the Association.

B. S. Tyler, secretary of the Illinois Grain Dealers' Association, gave an address on the subject, Will Association Work Remedy Auy of the Present Conditions of the Grain Trade?

A. E. Clutter of Lima, Ohio, sent a communication, from which we take the following:

Mr. President and Members of the Grain Dealers' National Association:—My absence from your meet-

ing does not indicate that we are losing interest in the National Association in Ohio, but that the time and expense to make the trip could be used better to further the interests of the Association in Ohio and Indiana.

You have the grain dealers so much more alive to the needs of the trade in the West, and your business is done under different systems, that it appears advisable for you to attend to your needs in the West, and next year come with a large and enthusiastic delegation to some central point in Ohio or Indiana. If in Ohio, it is quite likely the Ohio State Association would meet at same time and place. This would be quite a help to us.

At the meeting of the Ohio Association on the 14th inst., the objects of the National Association were explained, and the feeling seemed to be that it should be supported by Ohio dealers. It is apparent that what we need most in Ohio is district associations. Our efficient vice-president, Mr. E. A. Grubbs of Greenville, has started one in his section of the state, and its members are enthusiastic over its working features. If nothing but the courteous treatment of members by another were secured, it would be well worth the effort.

Ohio and Indiana have an abundance of railways. Grain stations are numerous, and in many sections dealers have for years waged a sort of a skin game to get trade from each other. They now know that such actions bring only retaliation. No one has any confidence in any other. Disinterested parties can often bring about an understanding that contending parties have long wished for.



DIRECTOR H. N. KNIGHT, MONTICELLO, ILL.

Mr. J. W. Sale, an active member of this Association, and junior member of the firm of Studebaker, Sale & Co. of Bluffton, Ind., recently gathered about forty dealers of Northeastern Indiana at Fort Wayne, and the old-time practice of loaning bags to farmers, which had cost the parties present hundreds of dollars and lots of trouble annually, was discontinued by unanimous vote. This shows what a few active, honorable dealers can do. The question of existence as a grain dealer is asserting itself to so many men, that they will listen to reason now; they would not, years ago.

The bill introduced in the United States Senate by Senator Foraker of Ohio should receive some attention at this meeting. There is no question if railways are not permitted to pool their earnings, or in some way maintain rates that will pay operating expenses and keep up repairs, we will soon have naught but insolvent railways to ship over, and will need an accident policy on each car shipped. I look upon this from a selfish standpoint, and that reasonable and uniform rates are the best thing for the grain trade generally.

A communication from T. B. Carruthers, president of the Carruthers Commission Co. was read. From it we take the following:

There is so much good and feasible work ahead and in store for the Grain Dealers' National Association, that I feel it should be quickly taken up and vigorously prosecuted so that the greatly to be desired and commendable results can be the quicker accomplished. These suggestions necessitating so much reform and universal benefit can be accomplished only by right starting, and, no doubt, in many cases with their natural objections and objectors may necessitate but a part cure or change at the beginning. Such work, I think, should be laid out by direct action or special committee work

into which, as after desired, the full Association strength should be thrown for the accomplishment. I would urge for the present not too many nor too radical changes, for while the railroads may, and will, oppose, they are not our enemies, but rather our friends, and want only to be educated rather than forced into the mutually beneficial changes.

I would name as most necessary lines of work, first, the terminal railroad contracting freight line, or delivering agent should put all bulk grain into public elevator, as now, at collective points, and the first storage charge for say 3, 5 or 10 days. Now they make the grain or owner pay this storage, contrary to what is done with all package freight, flour, etc., through their oftentimes most expensive freight depots, which are always free.

Second, the feasibility of getting the weight of grain as loaded at initial points, and giving therefore guaranteed bill of lading calling for delivery or settlement at destination for full amount received, just as is done by our water carriers on lakes, rivers and canals. This might be inaugurated by an increased rate for guaranteed weights bill of lading and handling, which would, in part at least, justify repaying the carriers for their initial expenses.

Third, the greater safeguards and understanding "to order" shipments and bill of lading, also waybills therefor. The greatest and most commendable course now suggested being a distinctive and uniform color and style of both bill of lading, waybill, delivery notice, etc., all throughout. Complications, lawsuits and losses are constantly occurring through both the neglect and lack of agents knowing the responsibilities on such shipments, and all of which can be most strongly guarded against, if not entirely saved, thereby lessening losses, delay and worries due to the present method of handling.

A. W. Lloyd of Springfield, Ill., gave an account of the different investigations which had been made on short weights at elevators at Chicago and St. Louis some few years ago, showing that when cases of this kind appeared, it would be an easy matter for the Association to appoint some representative to make these personal investigations. It appeared to him that the Association would offer the best remedy for preventing a continuance of absences of this kind when brought to the notice of its Secretary.

A clean bill of lading was discussed. Track scales were suggested, but opposed as not practicable.

Lloyd opposed track scales, but favored hopper scales in elevator, and the grain weighed jointly by the grain man and the agent, who should issue receipt for that amount.

WEDNESDAY MORNING.

The meeting was called to order by Chairman Hodgson at 9 a. m.

M. McFarlin moved that as a result of the conference of the delegates of the associations on the federation of the associations, that a Conference Committee be appointed to take up the matter and draft a proposition to be submitted to all the associations. Such committee to be composed of the following: B. S. Tyler, A. W. Lloyd, J. M. Sewell, J. E. Utt, D. Hunter, G. A. Stebbins, N. B. Hieatt, E. J. Smiley, M. T. Russell, E. Erickson.

B. S. Tyler amended the motion to read that the National Association appoint a committee of three to confer with the representatives of the other associations present, to draft amendments to the present constitution of the Grain Dealers' National Association, and form a basis for the new federation, and take it back with them for ratification by the different associations.

The amendment was accepted by the mover, and the motion prevailed.

The chair appointed M. McFarlin, W. J. Martin and J. M. Sewell as such committee.

E. J. Noble, Chief Inspector of Grain for Chicago, gave an address of one hour, showing to the members of the Association how the present administration was conducting the inspection department. Numbers of questions were asked Mr. Noble, all of which were answered satisfactorily. Mr. Wm. Smiley, Chief Supervising Inspector under Mr. Noble, stated the application of the grading of different grain and conditions to the rules; he offered to answer all questions. One hour was devoted to this, resulting in a better understanding being given to the dealers of the methods pursued.

Chief Grain Inspector J. C. A. Hiller of Missouri sent the following communication:

CHIEF GRAIN INSPECTOR HILLER'S LETTER.

I regret very much, indeed, to be unable to attend the annual meeting of your Association in your

beautiful capitol city. The Railroad and Warehouse Commissioners of Illinois and of our state meet in this city to-day to arrange for establishing state grain inspection in East St. Louis, and to agree upon uniform grades and rules for inspection for both sides of the river. It is not likely that they will get through before the 29th of this month, and it is absolutely necessary that I be with these gentlemen until they finish their labors. Hence I am unable to get away.

I should have been ever so glad to meet with your Association. I am sure our meeting would have been of mutual benefit to each other. Grain dealers and grain inspectors should work hand in hand with each other, and in order to do that they should seek to become acquainted with each other.

Inspection boards like ours are created for the protection of grain dealers. We stand as a court of adjustment between the shipper and receiver, the buyer and the seller, and being dependent upon neither of these classes for our appointment we are enabled to mete out equal justice to all, without being afraid to incur the displeasure of this or that grain merchant, who might be an important factor in controlling the Merchants' Exchange.

The Missouri State Department has sought to mete out justice to every interest in the grain trade, and upon the whole has been able to give general satisfaction. There may have been cases here and there where grain dealers felt aggrieved at our decisions, and there may have been isolated cases where an actual injustice was done, yet I want to assure your Association that these cases are not due to any wrong intention on our part. Inspectors are as liable to err as any other human being, and errors will occur in spite of all the diligence and vigilance that may be used. The condition of the grain itself is so liable to change while in transit from one point to another; the state of the weather at the time of loading or unloading, and the change of temperature often seriously affects the condition of the grain, and causes it to appear quite different at the time of inspection than it did when it was started on its way.

For myself, I can say that I would not tolerate an inspector on my force who is either incapable, unfair or dishonest, and I assure you that I always keep a sharp lookout to see that they do not lack in vigilance, diligence and absolute fairness. Any reasonable complaints your Association may have against my department, either as to inspection or weight, will always be carefully investigated, if possible adjusted, and the guilty parties, if any, will be called to account.

W. W. Culver, State Grain Inspector for Kansas, was present on Tuesday, but was called away before the meeting, and could not attend. It was regretted by himself, and those present. He assured all that it was the hope of the Kansas Board to establish an inspection that would be just to all, and he expressed a wish that the Association and the Board could work in harmony, to the best interests of both.

A vote of thanks was extended to Mr. Noble, Mr. Smiley, Mr. Hiller, and Mr. Culver.

The Committee on Nominations reported as follows:

We would beg to report the following nominations for officers of the Grain Dealers' National Association for the ensuing year, or until their successors are elected: President, Warren T. McCray, Kentland, Ind.; first vice-president, E. A. Grubbs, Greenville, Ohio; second vice-president, J. M. Sewell, Hastings, Nebr.; treasurer, E. L. Bowen, Des Moines, Iowa; secretary, W. H. Chambers, Des Moines, Iowa. Directors, A. E. Clutter, Lima, Ohio; T. P. Baxter, Taylorville, Ill.; N. B. Hieatt, Willis, Kans.; H. N. Knight, Monticello, Ill.; M. McFarlin, Des Moines, Iowa.

The report was adopted and the nominees declared elected unanimously.

The resignation of Treasurer E. L. Bowen was offered, and referred to Board of Directors.

The Conference Committee not being ready with a report, the meeting adjourned to 2:30 p. m.

WEDNESDAY AFTERNOON.

The Conference Committee offered the following resolution:

Resolved, That a committee of three composed of the following be empowered to represent the combined associations, in the work of securing of a compensation from the railroad companies for the owners of elevators: W. H. Chambers, N. Hodgson and D. Hunter.

The resolution was adopted by the National Association.

J. R. Sage, chief of the Iowa crop and weather service, then addressed the meeting on the Value

of Weather and Crop Reports. His address is published in full elsewhere in this number.

The Committee on Resolutions offered the following:

RESOLUTIONS ADOPTED.

Whereas, your committee on resolutions sincerely regrets the inability of President Greenleaf to be present at this meeting, the first annual meeting of the Association, but feel that we owe to him for his work in that position our thanks, and a regret that he feels unable to still give to this Association his aid as leader of our Association, also we would extend to Mr. N. Hodgson our thanks for the efficient manner he has presided over our meeting.

Whereas, the Grain Dealers' National Association feels that its members have been especially favored at the hands of the citizens and business men of this beautiful and enterprising city of Des Moines in the way of entertainment and accommodations;

Whereas, the paper rendered by C. J. Phillips of the Rock Island Railroad, and the explanation on grain inspection by Mr. Noble and Mr. Smiley of Chicago were of especial interest to the grain shippers. Therefore we most heartily endorse the vote of thanks extended to them by the Association in session. Further,

Whereas, the financial report of Secretary Chambers has been examined closely by the Board of Directors and found to agree with all vouchers attached, and the money used in the most judicious manner for the building up of the Association.

Whereas, the National Grain Dealers' Association is a great necessity to the country elevator men throughout the country, and

Whereas, the benefits during the past few months of its existence have fully demonstrated that it is doing a great amount of good in the matter of cutting down the shortages in weights so that they are reduced several bushels

of the officers, can now be amended by two directors.

All were firm in the belief of the success of the work.

A great many expressions were heard, Des Moines is all right. We know where to come next time.

The new observatory hall was just the place for the meeting, being cool, while the mercury was chasing the 100 mark.

It was felt by everyone that a great stride had been made in association work, and that the Grain Dealers' National Association was now a permanent institution, it being the common remark of nearly all, "If the dealers could only have been here and learned what this Association is doing, they would come in faster than Chambers could count."

At 6 p. m. All Aboard was called on the steamer Leahman, at its dock, foot of Center street. There were on board some 200 dealers and friends, plenty to eat, a fine band of 35 pieces, and some specialties, consisting of Downs, the "King of Coins," Mandolin Club, etc. The first stop was made at Crocker Park, two miles up the river, where those going away on the evening trains were let off. 20 minutes were devoted to good-byes, and friendly greetings, when the boat proceeded up the river, returning to the dock at 10:30 p. m. Everyone concurred in saying it was the most enjoyable entertainment they had met with in many a year.

Among those present were: J. E. McClintock, Chicago; J. F. Lund, A. G. F. A., Kansas City; A. Hazard (Northwestern), C. J. Phillips (Rock Island), T. N. Hooper (C. G. W.), M. J. Sweet (K. & W.), J. N. Tittimore (D. M. & N. W.), M. McFarlin, Horace Seeley, C. H. Casbier, R. W. Harper, E. L. Bowen, C. S. Pollock, B. A. Lockwood, L. Lockwood, T. W. Jones, W. G. Work, N. A. Brown, L. Mott, M. T. Russell, J. W. Chambers, W. F. Morgan, J. D. K. Smith, E. C. Smith, Ed. Hamblin, C. V. Fisher, N. Hodgson, Geo. W. Ogilvie and J. A. Pease, Des Moines; R. L. Wooster, St. Louis; Thos. Harris Jr., Minneapolis, Minn.; L. Warren, Peoria; R. P. Archer, Chicago, Ill.; H. H. Ray, Chicago; W. H. Gray, Chicago; S. B. Fratz, Manning, Iowa; Gratz & Gloe, Manning, Iowa; G. A. Stebbins, Coburg, Iowa; F. M. Campbell, Randolph, Iowa; D. Hunter, Hamburg, Iowa; J. Mullally, St. Louis, Mo.; E. F. Rosenbaum, Chicago, Ill.; L. Johnson, Sioux Rapids, Iowa; M. C. Brown, Rolfe, Iowa; C. A. Stanton, Centerville, Iowa; E. J. Smiley, Dunavant, Kans.; N. B. Hieatt, Willis, Kans.; M. McDonald, Bayard, Iowa; L. Cortelyon, Muscotah, Kans.; Wm. Stelter, Mediapolis, Iowa; C. C. Miles, Peoria; J. C. Miles, Peoria; Scott Horine, Bayard, Iowa; B. S. Tyler, Decatur, Ill.; J. Bookwalter, Kansas City; A. W. Lloyd, Springfield, Ill.; F. C. Harvey, Grand Junction, Iowa; C. F. Eckley, Chicago; A. F. Schuler, Minneapolis, Minn.; A. D. Hutchinson, Harmon, Ill.; S. T. Zeller, Harmon, Ill.; J. P. Rumsey, Chicago; J. G. Denton, Perry, Iowa; C. W. Smittle, Grand Junction, Iowa; L. A. French, Perry, Iowa; John Metcalf, Paulina, Iowa; H. D. Whetmore, Chicago, Ill.; W. Ellis, Milwaukee, Wis.; J. D. Young, Anita, Iowa; J. W. Weikel, Jordon, Iowa; H. Lawbaugh, Stewart, Iowa; C. S. Lawbaugh, Madrid, Iowa; M. McSweeney, Dawson, Nebr.; H. B. Stewart, Charlton, Iowa; D. N. Dunlap, Fontanelle, Iowa; A. P. Reeve, Silver City, Iowa; J. W. Townsend, Keokuk, Iowa; Ben Wells, Menlo, Iowa; R. K. Eby, Adair; E. K. Harris, Omaha, Nebr.; E. R. Schlosser, Colfax, Iowa; J. H. Jordon, Bancroft, Iowa; J. H. Carter, Waukeen, Iowa; N. S. Beale, Tama, Iowa; Peter Miller, Mitchellville, Iowa; Joe Murray, Bancroft, Iowa; C. M. Boynton, Creston, Iowa; I. W. Shambough, Clarinda, Iowa; C. D. Knapp, Sidney, Iowa; H. Schamel, Dallas Center; H. E. Roberts, Rippey, Iowa; Chas. Brenton, Dallas Center, Iowa; L. L. Smith, Fort Worth, Texas; E. J. Noble, Chicago, Ill.; Wm. Smillie, Chicago, Ill.; Geo. Faga, Adair, Iowa; J. E. Cathcart, Kingsley, Iowa; T. J. Wright, Minneapolis, Minn.; C. A. Lundblad, Dayton, Iowa; I. L. Patton, Kellogg, Iowa; F. T. Magen, Chicago, Ill.; M. J. Rupp, Chicago, Ill.; J. S. Williams, Stanhope; E. P. Gilbert, Gilbert Station, Iowa; C. B. Johnson, Dillion, Iowa; J. Carden, Winfield, Iowa; S. A. Close, Schenectady, N. Y.; W. H. Stipp, State Center, Iowa; K. K. Linquin, Dysart, Iowa; C. Reed, Guthrie Center, Iowa; F. H. Hancock, Chicago; W. H. Pieffer, Haverhill, Iowa; Matt Crawford, Minburn, Iowa; T. B. Trotter, Ottumwa, Iowa; J. W. Yonnerman, Campbell, Iowa; D. D. McCaul, Woodward, Iowa; Frank Thomas, Woodward, Iowa; Geo. Heaton, Perry, Iowa; C. B. Comstock, Omaha, Nebr.; J. E. Utz, Omaha, Nebr.; R. A. Larson, Story City; E. Erickson, Story City; Gustaf Johnson, Haverhill, Iowa; O. Jenson, Haverhill, Iowa; W. J. Martin, Hancock, Iowa; A. E. Hartley, Goodland, Ind.; J. R. Clift, Zearing, Iowa; A. J. Denton, Centralia, Kans.



DIRECTOR N. B. HIEATT, WILLIS, KANS.

per car, as the books of members of the association will show; and

Whereas, the railroads are beginning to realize that we do not propose to antagonize them, but recognize that our interests are identically the same, and that we as country elevator men are entitled to more consideration than we have had for the past few years and that this can be better regulated through our National Association; and

Whereas, our National Association is in need of the support of every state grain dealers' organization in the states. Therefore be it

Resolved, hereby, that we the members of the Grain Dealers' National Association do hereby ask the hearty cooperation of each of the state grain dealers' organizations, with a view of merging them all together under one head, and of each state grain dealers' organization sending at least two delegates to each meeting of the National Association and that each state organization be asked to pay its proportion of the running expenses of the national organization according to its membership and to be entitled to vote according to its membership through its representative delegates.

The report of the committee was adopted.

Secretary Chambers made a short talk on the future work of the Association, suggesting some reforms, and asking for the prompt support of each member. Applications for membership were called for. A good many sent in their applications.

After some general discussion the meeting adjourned to meet at the call of the Board of Directors, place and time to be designated by them.

CONVENTION NOTES.

The Association is growing.

The Kirkwood Hotel entertained royally.

The constitution, which expresses little more than the object of the organization and the duties

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade, on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

SHIPMENTS FROM TACOMA.

Editor American Elevator and Grain Trade:—According to the report of the Harbormaster of the port of Tacoma, Wash., the exports from that port during May were valued at \$316,185. This included 25,000 bushels wheat, valued at \$16,250, flour amounting to 19,765 barrels, valued at \$71,154. The inward registered tonnage was 66,239, outward 49,313 tons; inward cargoes 26,250, outward 49,313 tons. Deep sea arrivals 41, departures 39.

Yours truly, SAMUEL COLLYER.
Secretary Chamber of Commerce.
Tacoma, Wash.

GALVESTON'S EXPORT BUSINESS.

Editor American Elevator and Grain Trade:—It may be interesting to some of the readers of your journal to know of the grain exports at Galveston during the two last seasons. I have prepared a statement of grain clearances from this port for the two last fiscal years ending June 30, the totals of which are as follows: In 1896-7, wheat 3,445,426 bushels, corn 6,080,580 bushels; in 1895-6, wheat 19,691 bushels, corn 4,817,978. This makes the total exports of grain 9,526,006 bushels in 1896-7, 4,837,669 bushels in 1895-6, an increase of 97 per cent. in 1896-7.

We have every reason to believe that the movement through this port this season will show a great increase over that of the last season.

Respectfully yours, J. J. DAVIS.
Galveston, Tex.

ANNUAL MEETING OF THE OHIO DEALERS.

Editor American Elevator and Grain Trade:—The Ohio State Grain Dealers' Association met at Star Island, Ohio, on June 14, the meeting lasting until June 17. The usual topics of interest to the grain shippers of the state were taken up and thoroughly discussed. The principal thing considered was the question of testing the constitutionality of the Deaton law, under which one of our members have been indicted by the grand jury of Clark County. It was resolved to carry the case to the Supreme Court if necessary, the Association agreeing to assume a portion of the necessary expense.

An election of officers was held at which Jas. P. McAlister of Columbus was elected president; John B. Van Wagner of London, vice-president; E. C. Wagner of Columbus, secretary, and Geo. T. Chamberlain of Columbus was reelected treasurer.

The members attending the meeting received the usual—or I might say unusual—amount of pleasure and profit to be got out of a grain dealers' meeting.

Yours truly,
E. C. WAGNER, Secretary.
Columbus, Ohio.

THE NATIONAL ASSOCIATION SHOULD BE A REPRESENTATIVE BODY.

Editor American Elevator and Grain Trade:—Being a charter member of the Grain Dealers' National Association, I feel a deep interest in its welfare. I believe it should be a representative body, made up of delegates from the various state associations. This was my idea at the time of our organization. But as we can't always have things as we would like them, we must take the next best. It is very important that we have a National Association, as there is so much work that a local organization cannot handle. And then there ought to be some way by which the different state associations could unite, thus helping along in various ways the work we are all endeavoring to accomplish.

Our state associations are growing fast, and it will only be a short time until every state will have its organization. My idea is for each state to send a representative body to the National Association. In this way the National Association would be able to do more and better business. Experience has taught us that we can get more business transacted through a representative body

than through a general body. Grain men as a rule are tied down to their business and have very little time to attend to meetings of their association, and would prefer sending a representative body from their association to going to the expense and sparing the time to attend two association meetings. A great deal could be said along this line. It seems to me that we ought to take steps to make our National Association a representative body.

Yours respectfully,

HARRY N. KNIGHT.

Monticello, Ill.

NEW ILLINOIS LAW EXTENDING PUBLIC GRAIN INSPECTION.

Editor American Elevator and Grain Trade:—House bill No. 566, an act to amend the "act to regulate public warehouses, and the warehousing and inspection of grain" (published on page 371, April number "American Elevator and Grain Trade") was signed by the Governor after being amended as follows:

"Section 14. It shall be the duty of the Governor to appoint, by and with the consent of the Senate, a suitable person, who shall not be a member of the Board of Trade, a chief inspector of grain, who shall hold his office for a term of two years unless sooner removed, as hereinafter provided, in every city or county in which is located a warehouse of class A or class B.

"Provided, that no such grain inspector for cities or counties in which are located warehouses of class B, shall be appointed except upon the recommendation of the Board of Railroad and Warehouse Commission; and such recommendation shall be made only upon a request for such action by the County Commissioners or Board of Supervisors of the county in which such warehouses are located."

This amendment was secured by our action and effort. As it stands now, Peoria can have state inspection, when we think it will be to the advantage of our market, by asking for it through the medium of the Board of Supervisors of Peoria County.

Yours truly, R. C. GRIER,
Secretary Board of Trade.
Peoria, Ill.

THE ILLINOIS ASSOCIATION GROWING.

Editor American Elevator and Grain Trade:—The Illinois Grain Dealers' Association is doing good work, and interest is steadily increasing. Since our meeting of June 8 the following have been admitted to membership (and more have applied): W. F. Bauta, Ridge Farm; T. C. Taylor & Co., St. Louis, Mo.; R. F. Smith, Metcalf; O. K. Burton, Isabel; A. C. Schuff & Co., Louisville, Ky.; Ed. Putnam, Rossville; J. J. Woodin, St. Joseph; L. W. Porterfield, St. Joseph; Henley Eversole, Fifthian; Haworth & Strang, Georgetown; L. Cannon, Indianola; J. D. Downey, Indianola; Porterfield & Barton, Jamaica; Allerton & Herron, Allerton; T. D. Hanson & Co., Villa Grove; G. W. Helius, Longview; Jones & Banta, Chrisman; B. C. Beach & Co., I. H. French & Co., C. H. Jones & Co., Champaign; Wm. Truitt, Findlay; J. T. Davidson, Mahomet; P. Cooper, with Sidell Elevator & Grain Co., and Beem & Craddick, Shelbyville; Metzger Bros., J. Lester, Pana; J. Kremer & Co., Arcola.

Mr. P. Whalen of Cabery wrote me recently: "I took upon myself the responsibility of doing a little missionary work yesterday and finished the day with five applications for membership."

This shows how the people all over the state are becoming interested in the work. A grain dealer writes: "We have a terrible condition of affairs in this locality, and I see no remedy but to organize locally. It is beyond the power of the State Association to adjust these matters. Of course the local organization should be subject to the State Association, and no dealer should be eligible to membership in the local organization until he is a member of the State Association." Other dealers have written to the same effect. I heartily agree with the plan of local organization. Several of these have been formed. It would be a good thing if there was a local club or association in every grain center. Only members of

the state organization should be permitted to join, and the local organization should be subservient to the State Association.

I have mailed a circular letter to members regarding our establishment of a traveling representative. Mr. E. L. Waggoner is now acting in this capacity. He solicits members and visits localities where grain dealers are not working harmoniously to aid them in establishing more harmonious relations. If dealers are having any trouble in their localities they should at once write their nearest Director, stating the difficulty. The Director will communicate with Mr. Waggoner, and the latter will write, or will visit the locality at the earliest opportunity.

The Directors realized that it would involve considerable expense to keep a traveling representative in the field, but at the same time felt that it would be money well spent. They feel sure that all members will indorse this move. The best evidence of indorsement is the payment of all dues promptly, so that the work can be paid for and kept up. Mr. Waggoner is at the service of the members; he is employed by them for their benefit.

I shall send letters to members right along, so that all may know what we are doing. Every new member should subscribe for the "American Elevator and Grain Trade."

Yours very truly,

B. S. TYLER, Secretary.

Decatur, Ill.

"PROTECTION."

[A paper read by L. Cortelyou of Muscatah, Kans., at the quarterly meeting of the Grain Dealers' Association of Kansas.]

In these days the word protection is one which has been commonly used in subjects relating to the tariff, and we have heard a great deal, perhaps too much, about a tariff for protection, and a tariff for revenue, and our Houses of Congress have fought and wrestled over the subject for years, and are still doing so. I will leave out that bone of contention, the word "Tariff," and joining what is left we have, protection for revenue, and judging from my own experiences in the grain business for the last year or so, grain dealers are in very great need of both the protection and the revenue.

In these days we find the members of every trade, or line of business, joining together in associations for mutual advantage and protection, and how necessary it is in our own line of business is shown by the wonderfully rapid strides that have been made in organization during the last few months by the national and the different state associations of grain dealers. It was, without a doubt, just in the very fullness of time, and the people were ripe for just such a movement. As in such movements the world over, when the conditions exist making it necessary for any great reform movement, the right persons to organize and lead seem to be at hand, as is evidenced by the organization of our own Association. Six months ago in response to a circular letter from our worthy president, Mr. Hieatt, a few of us met in the city of Holton, and organized this Association; to-day we find ourselves with a membership of 130 grain dealers, and that without having a representative on the road to solicit new members. It is a great thing to see the grain dealers falling into line in this movement, and seeking to eradicate the evils which beset our trade.

Now, it is not possible in these days of the Sherman anti-trust law, and all other laws, to make a tariff to protect us. We will have to work out our own salvation, and how shall it be done. According to the old saying, "Charity begins at home," so let us in our crusade against the evils which beset us begin first with ourselves. Let us remedy the wrongs which exist among us, then we can go out with clean hands and clear consciences and fight this good fight. No doubt we are responsible for some of these conditions. We may have competition at home, and seek to make good our losses by becoming a scalper away from home. Let us protect each other. Let every regular dealer hold his brother dealer's welfare equally with his own, ever remembering that everything we do to hurt his market or destroy his profits is certain, by the law

of retaliation, to be reflected to us in the future with equal injury to ourselves.

It has often been the policy of some to cut into other dealers' territory and prices with the seeming idea that every penny so earned is a penny gained. We may buy a car or so of grain at some station other than our own and make a few dollars' profit out of it, but we hurt our fellow dealer, we hurt his business far more than we benefit ourselves. It is not a legitimate business, nor should it be countenanced among us even were it not against the implied rules of our Association. It is uncommercial conduct, and with the adage, "Honor among thieves," why should there not be honor among grain dealers? I do not mean to imply that our grain dealers are thieves, notwithstanding the fact that many a farmer thinks so. Let us be friends one with another, and not seeming enemies; as this Association promotes acquaintanceship among us, may it also promote good fellowship and friendship. If it does this only it will have served a good purpose. With our present membership we can eradicate the evils that surround us, and as long as we are guided by sound reason and good judgment

element. I know this to be the cause in Northeastern Kausas.

I know there is cause enough to wish for, and to work for, a remedy for the short weight evil. We feel thankful for the partial relief we have received, yet we can find a market that will give us correct weights. If Kansas City won't, we can try St. Louis, or some other place, and so on until we do get fair treatment in that respect. As it has been in the past, there is no remedy for the other evil, but the remedy is at hand, and with the members of our Association living up to its principles and carrying out its aims, success is before us. We can't afford to fail, we must not, will not fail, after what we have done in a short time, just a half year of existence. Is it not an earnest of what we will accomplish? With our present membership living up to our by-laws, and bound by the higher ties of honor, we can uproot the scalper from our territory and purify our business. Yes, in the bright lexicon of the Kansas Grain Dealers' Association there is no such word as fail.

The question of protection is largely in the hands of the receiving houses to whom we sell our grain.

trade, the scalper and the scoop-shovel man from the legitimate element, and with fair and just discrimination in this matter we have endeavored to furnish to the buyers and receiving houses a list, which shall stand as the legitimate element. A list which shall have passed the scrutiny of our official board, shall be composed of only such dealers as are honest, honorable and financially responsible. Our aims are to govern and control our own members in just the same way as receiving houses are governed under the rules of the Board of Trade of Kansas City. The question now comes before us, Will the grain buyers of Kansas City prefer to do their business with what we can prove to be the legitimate dealer, or will he seek to do business with the illegitimate dealer? That is what the question resolves itself into. We cannot be blamed for banding together for our mutual protection, and coming out on that broad platform of reciprocity, whereby we pledge ourselves to deal with, and stand by those who deal with and stand by us.

THE FLOUR CITY GASOLINE ENGINE.

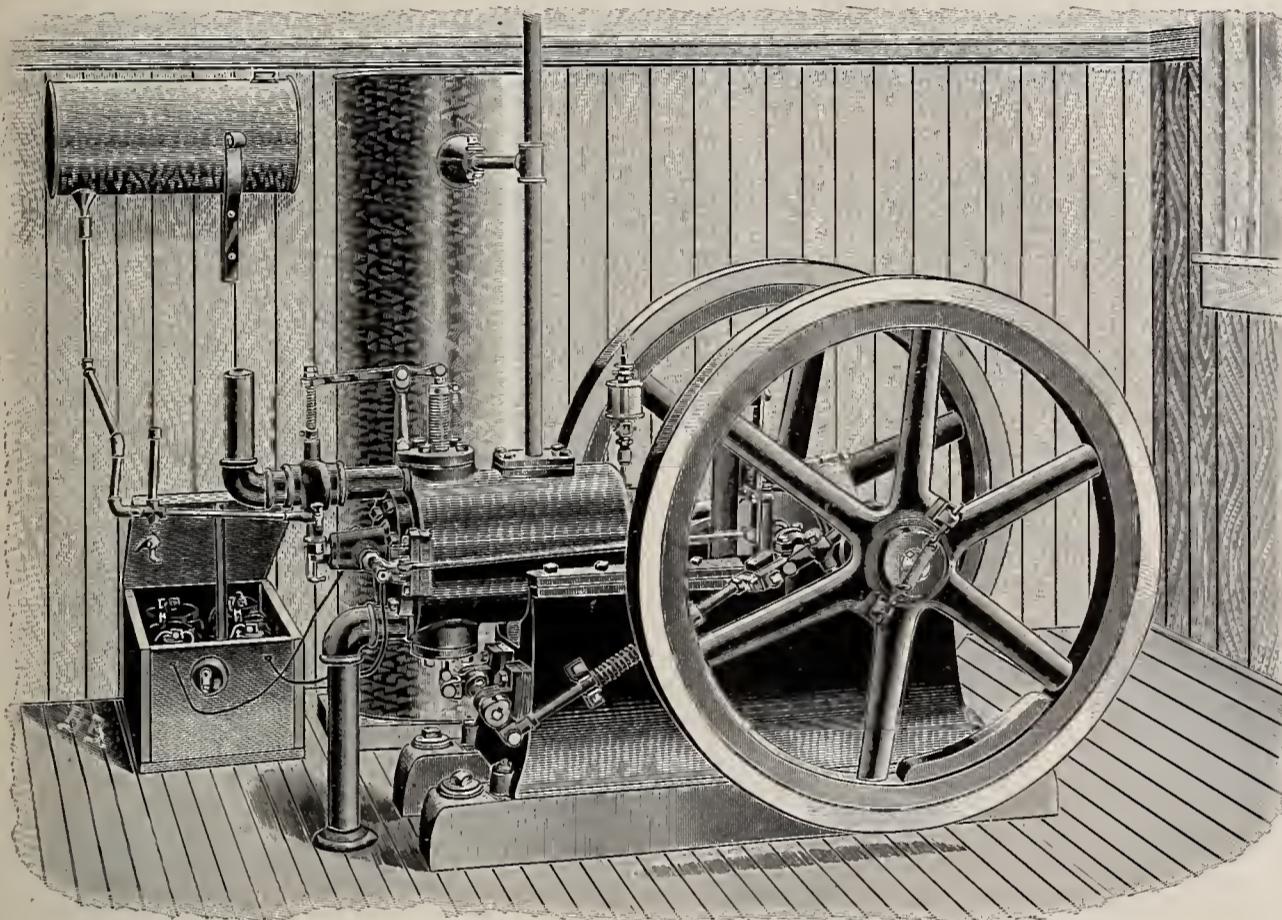
The principle on which the gasoline engine is built is explosion. A mixture of gasoline and air exploding under pressure, and the force thus exerted being placed under perfect control through the medium of piston and fly-wheel, is the simple method of utilizing that principle. The engine that will give the greatest degree of satisfaction must, therefore, be designed so that the mixture of gasoline and air will give the most forceful explosion, insuring the least interference with the perfect mixture of air and oil by reason of change of temperature. At the same time it must have the mixture brought under a pressure the amount of which has been accurately determined by experiment, and exploded at the point in the revolution of the crank that will admit of the utilization of the greatest number of units of force obtainable.

Such was the aim of the inventor of the Flour City Gasoline Engine, of which an illustration is given herewith. It is the result of much experience and thorough experiment, and the manufacturers claim to have an engine excelling in economy, simplicity, reliability and durability. They are so convinced of the first that they guarantee it. Its simplicity lies in its construction, its comparatively few parts and their perfect adjustment. As for reliability and durability, the workmanship and material employed in its construction are said to be first-class in every particular, and it is provided with a spark igniter which is absolutely reliable.

The Flour City Engine is made in five sizes, from 2 to 15 horse power, by the Kinnard Press Co., Minneapolis, Minn., who will be pleased to give any desired information.

VITALITY OF SEEDS.

As mysterious as life itself is the latent vitality of seeds. M. C. de Candolle describes experiments tending to show that the seeds lead a retarded life for a brief period, after which their protoplasm becomes wholly inert, though unchanged in composition and internal chemical structure, and thus remains for years—possibly for centuries—ready to spring into activity under suitable moisture, temperature and aeration. The germinating power of peas and beans was retained even after exposure for four days to a cold of 32° below zero Fahrenheit, a temperature at which ordinary chemical reactions no longer take place. This power is destroyed by carbonic acid, although it is not lost in a vacuum, protoplasm in latent life seeming to resemble certain mixtures—such as explosive mixtures—in which certain substances, if unchanged by surrounding substances, may rest in contact until conditions favor their combination. This state of chemical and vital inertia may continue for a very long time, as while the growth of mummy wheat is undoubtedly a deception, seeds known to have been 150 years old have germinated.



THE FLOUR CITY GASOLINE ENGINE.

we can accomplish everything we undertake. Let us beware of the rock upon which such organizations break, that is, the abuse of our power. Labor unions and kindred organizations have marked the beginning of their downfall to that very cause. Not that I would not have our Association aggressive; let us fight till death for our just rights, demanding only what we are entitled to, and then we will succeed.

We need protection from the scalper. Now, there is a vast difference between the regular track buyer and the scalper. The former may be as much a legitimate dealer as the one who has a \$20,000 elevator, but I mean the scalper, pure and simple, and would say as it is in the litany—from all such may the good Lord deliver us. The scalper for the last few years has been the great bane of the grain trade. He must be stamped out and eradicated, or else our business is ruined. Probably some do not suffer as much as some others, but I know I can count on the sympathy of those who have. When crops are short, and there is not enough business to pay expenses, then the crop of scalpers is likewise short, but when good crops come, and we must make up for our short years, then they abound, and we must fight for our trade or lose it. I think the first and great cause leading to the organization of the grain trade into the different state associations was the great need of protection from this scalping

To them we must owe a great measure of our success, and their attitude toward us will largely govern our future prosperity. Every trade almost, has its regular associations, the hardware trade, the lumber trade, coal trade, and many others. No one can buy a car of lumber without the members of the lumber association at the point to which the car is shipped is paid a bonus by the wholesaler who sells the lumber. Can any of us buy a bill of hardware or car of coal of a wholesaler without paying extra, if we can buy it at all? And this is right. We have no reason to find fault with it. Business men should hold up and support those conducting other lines of business than their own, and if so, why should not they support and hold up those in the same line of business? If any farmer, who has a few ears of grain to sell or has been in the habit of asking for bids from receiving houses at Kansas City and other places should sell a couple of ears, it is likely he will be furnished with bids regularly thereafter.

How funny is my own experience. I have known them to get better bids on the same samples from the same houses than I did. Now, why can't all this be changed? Why cannot the receiving houses shut out all this illegitimate element and confine their bids and business to the legitimate trader? It has been, and is, one of the objects of our Association to separate the illegitimate element of the

Barley and Malt.

Wm. Banholzer, brewer of St. Paul, Minn., died July 6.

Andrew E. Walkert has succeeded J. Guggenmos, brewer of Omaha, Nebr.

August Mueller has succeeded the Consumers' Brewing Co., Utica, N. Y.

Fred Kirchner, treasurer of the Seattle Brewing & Malting Co., died recently.

The Amsdell Brewing & Malting Co. has succeeded Geo. I. Amsdell at Albany, N. Y.

The firm of Kersten & Von N. Rosenegh, brewers of Richmond, Va., has been dissolved.

The Dickson Brewing Co. has been incorporated at Dickson, Pa., with a capital stock of \$50,000.

Peter Barmann, brewer of Kingston, N. Y., is building a new brew and mill house at that place.

The Germania Brewing Co. of Buffalo, N. Y., has increased its capital stock from \$10,000 to \$50,000.

Theo. Knapstein & Co. has succeeded to the brewing business of Edward Becker at New London, Wis.

Allan C. Dalzell, owner of the Montauk Brewery at Sag Harbor, L. I., died June 25, at the age of 64.

The Cambria Brewing Co. has been incorporated at Johnstown, Pa., with a capital stock of \$100,000.

The Montreal Brewing Co. has been incorporated at Montreal, Que., with a capital stock of \$150,000.

The Mt. Vernon Brewing Co. has been organized at New York, N. Y., to succeed Philip Schaeter & Son.

The Leibinger & Oehl Brewing Co. of Brooklyn, N. Y., assigned recently to Jacob Landauer, New York.

The Oneida Brewing Co. of Utica, N. Y., intends to erect a malt house and make other improvements to its stock.

Geo. H. Nye recently purchased Miller & Kirby's malt houses at Weedsport, N. Y., which were sold at auction.

The Connellsburg Brewing Co. of Connellsburg, Pa., will erect additions to its plant including an ale brewery.

The Independent Malting Co. of Davenport, Iowa, has enlarged its brewing plant to nearly double its former capacity.

The Standard Malt & Hop Brewing Co. has been incorporated at Guttenburg, N. J., with a capital stock of \$150,000.

Joseph Bolton, a member of the firm of Samuel Bolton's Sons, brewers of Lansingburg, N. Y., died at that place June 19.

The Friend-Degginger Improvements Co.'s brewing plant at Anbnr, Wash., was recently burned. Loss \$25,000, insured.

Frederick Seitz, of the firm of C. & F. Seitz, maltsters, Easton, Pa., died at his home at that place, June 23, aged 60 years.

The firm of Gaenssen & Raueh has been organized at Green River, Wyo., to carry on Hugo Gaenssen's brewing business.

Richter & Stude's brewery at Ogden, Utah, was destroyed by fire recently, causing a loss of \$5,000. It was partially insured.

The Burton Brewing Co. is now conducting the business of Emich & Mueller, brewers of Rochester, N. Y., the former having succeeded the latter firm.

The East St. Louis Brewing Co. has been incorporated at St. Louis, Mo., by M. J. Schott and others of Chicago, with a capital stock of \$2,500,000.

The Old North State Brewing Co., which was recently incorporated at Greensboro, N. C., with a capital of \$150,000, will erect a 50,000-bushel brewery.

Watkins, Fretts & Co., dealers in grain and brewers' supplies at Chicago, Ill., will erect a brick grain elevator at 299 W. Superior Street, at a cost of \$15,000.

Wegmüller & Co.'s brewery plant at Omaha, Nebr., will be enlarged, and the business materially extended. A new company has been organized for this purpose.

The following gentlemen were elected officers of the United States Maltsters' Association, which was recently organized at Chicago. President, Chas. A. Purcell, of the W. H. Purcell Co., Chicago; vice-president, C. M. Warner, of the C. M. Warner Maltling Co., Syracuse, N. Y.; treasurer, A. C. Zinn, of the Milwaukee Malt and Grain Co., Milwaukee; secretary, Geo. J. Obermann, of the W. H. Purcell

Co., Chieago. The next annual convention will be held upon call by the Executive Committee.

Work on Moerschel & Hoefer's new brewery at Sedalia, Mo., is progressing rapidly, and it is expected that the first brew will be placed on the market in September.

The thirty-seventh annual convention of the United States Brewers' Association was held at Buffalo, N. Y., June 9 and 10. There was a large attendance, and the convention was a great success.

Frederick Brückmann, one of the oldest brewers of Cincinnati, Ohio, died recently. He founded the John C. Brückmann Brewing Co. at Cincinnati in 1854, and retired from the business in 1875.

The Iron City Brewing Co. of Pittsburg, Pa., contemplates making extensive improvements and additions to its plant at that place. A grain elevator, mill house and general storage building will be erected.

MEETING OF KANSAS GRAIN DEALERS.

Pursuant to call the Kansas Grain Dealers' Association met at the Ashland Hotel, Kansas City, Mo., July 6, at 2 p. m. The meeting adjourned to the Commercial Club room in the Exchange building, which was tendered the Association through the courtesy of the Kansas City commission firms.

President N. B. Hieatt first addressed the Association and papers were then read by members. L. Cortelyou's paper on Protection is published in this number. A. P. Reardon of McLouth, Kans., read a paper on Harmony and Peace Among Ourselves. W. O. Sturgeon of Valley Falls, Kans., read a paper on Reasons Why Every Regular Dealer Should Become a Member of the Kansas Grain Dealers' Association. It is published elsewhere; also the paper of P. F. Lineas on All Commission Houses Should Confine Their Business to Regular Dealers; The Benefits. J. Bookwalter read a paper on Commission Merchant, Reeiver and the Kansas Grain Dealers' Association. Chief Grain Inspector W. W. Culver of Kansas was expected to address the Association and show how grain inspection was conducted in Kansas, but was compelled to leave the city before the time of meeting.

A general discussion followed the reading of the different papers.

EVENING SESSION.

About 60 dealers were present at the evening session, which was held in the Ashland parlors. The minutes of the preceding meeting were read and approved.

The delegates to the National Convention reported the action taken at that meeting concerning the consolidation of all local associations. W. H. Chambers, secretary of the National Association, being present, was called upon, and outlined the plan by which all local associations might work together as one body, and not destroy the identity of the local association. S. S. Carpenter objected to merging the local association into the National, for the reason that it would increase the membership fee of the local, and keep out many dealers who would probably come in. He was supported by J. W. Thomas of Home. Mr. Chambers explained that the cost of maintaining the National would not exceed \$2 per capita. The following resolution was passed:

Resolved, That it is the sense of this meeting that this Association shall join the National, and that our Secretary be instructed to take a vote of the entire Association, by correspondence, on the plan submitted by Mr. Chambers, excepting that fees and dues be fixed by Board of Directors of Kansas Association. The Secretary to report the decision to the Board of Directors.

The matter of inspection was then taken up and thoroughly discussed. Mr. Reardon of McLouth reported that he loaded three cars of sound, dry white corn, that he expected to grade No. 2, and one car of very dirty yellow corn that he hardly expected to grade No. 3, and the white corn graded No. 3 and the dirty yellow No. 2.

Mr. Hammert of Selroy reported that he had loaded a number of cars of sound, dry, well-cleaned corn that graded No. 3 on account of being dirty. A committee of two, consisting of W. H. Karns and E. J. Smiley, were appointed by the President to confer with the Chief Grain Inspector of Kansas, and to seek to have incompetent inspectors removed, and men appointed in their stead.

A vote of thanks was tendered the Kansas City commission houses for the hospitable manner in which they entertained the Association.

The following applications were presented and approved: Kirk Bros., Kingman, McCulley & Grimsley, Viola; J. J. Van Boskirk & Son, Frederick; Feasel Lumber Co., Spivey; Smith Craig, Randall; E. D. Fisher Commission Co., Kansas City; Wm. Bateman, Courtland; Vanderslice Linds Co., Kansas City; W. H. Joslin, Randall; D. C. O'Neil, Axtell; J. T. Linkert, Sabetha; Calvert & Sharp,

Museotah; W. E. Croysdale & Sons, J. E. Seaver, Warrieck Grain Co., Keever Grain Co., W. S. Nicholson & Co., A. L. Ernst Grain Co., Brodnax & McLiney and Bird & Miller, Kansas City; U. E. Baird, Anness.

The Exchanges

There seems to be an organized move to put a stop to trading in puts and calls in New York, as well as to bucket shopping.

John J. Atkinson has resigned as Secretary of the Board of Trade of Superior, Wis., and a meeting will soon be held for the election of a new Secretary.

Thomas Booth, who was President of the St. Louis Merchants' Exchange in 1895, recently died suddenly at his home at St. Louis. He was President of the J. W. Booth & Sons Commission Co., and was very well known in the trade.

Officers of the New York Produce Exchange were recently elected as follows: President, Frank Brainard; Vice-President, E. T. Barrows; Treasurer, E. C. Rice; Managers, two years, F. H. Andrews, James Doyle, Frank W. Commisky, Perry P. Williams, H. A. McGee and Charles W. Hogan; Trustee of Gratuity Fund, G. K. Clark.

Denison B. Smith, the veteran Secretary of the Toledo Produce Exchange, has returned to his duties, after taking a summer vacation, "renewed in age, vigor and kindly spirit toward all mankind," as he characteristically says. Mr. Smith has nearly accomplished the four score years of life, and is himself esteemed in that kindly spirit he extends to others.

The new Board of Managers of the Pittsburg Grain & Flour Exchange has elected the following officers of the Exchange: J. A. McCraeken, President; S. B. Floyd, Vice-President; H. L. Houck, Secretary; Robert Thorne, Treasurer; O. C. Alexander, Superintendent; Charles Culp, Inspector. Notwithstanding a dull year, the Grain Exchange is in a prosperous condition.

The Directors of the Chicago Board of Trade recently submitted to the members for vote an amendment to the rules to the effect that regular warehouses "shall not be used by the proprietors or managers thereof for storing therein any grain or flax seed bought or owned by them or any of them directly or indirectly, or for storing therein any grain or flax seed which has been cleaned or mixed in any way in any elevator or warehouse in which such proprietors or managers or any of them are or may be directly or indirectly interested." The proposition was defeated on a vote of 341 in favor of it, 685 against it.

The Chamber of Commerce of Portland, Oregon, which was recently reorganized, has adopted resolutions favoring the establishment and maintenance of grain standards of the Chamber and the appointment of an official grain inspector and deputies. It was also decided to establish a Committee on Grain Standards, "and that said committee shall be, and is hereby authorized to adopt each season standard samples of the various qualities of grain, and under the seal of this Chamber to forward necessary samples thereof to the Liverpool and London Corn Trade Associations, and to distribute them to those interested."

Chicago elevator men recently made application to the Board of Directors of the Board of Trade to have their houses made regular, provided that "all the elevators must be regular or none." This ultimatum was quickly withdrawn, however, and the following elevators were made regular by the Warehouse Committee on July 7: Armour "A," Armour "B" and annex, Armour "D" and annex, Armour "F," Rock Island "B," Chicago & St. Louis elevator and annex, Santa Fe "A." Applications from owners of other elevators were laid over until the next meeting, not having been filed in time to come before the board at that meeting.

F. A. Farmer, a member of the Kansas City Board of Trade, who recently brought injunction proceedings to restrain the Board of Directors from expelling him from the Board of Trade, has been reinstated temporarily. The case is, several months ago Mr. Farmer shipped a large quantity of corn to A. L. Smith of Chicago. The grain did not grade up to the standard and there was a difference of \$500 against Farmer. The latter refused to pay the amount and the matter was referred to the Arbitration Committee, which decided that Farmer must pay or forfeit his membership. Farmer was suspended without a full hearing of the case and was threatened with expulsion. He brought injunction proceedings and the case was argued at length in Judge Gates' court. After listening to the argument Judge Gates said he would not finally pass upon the questions at issue, but that he was of the opinion that when a man joined the Board of Trade he must abide by its rules and not seek to evade

them when they operated against him. The injunction asked for was granted, but only until the final decision of the case in the fall. The final decision by Judge Gates will determine whether the Board of Trade can suspend him.

The appeals committee of the Kansas City Board of Trade recently passed on two important cases. The suit of John D. Porteons, of the Liverpool Corn Exchange, against the Thayer Commission Co. for about \$5,000, on account of corn received in bad condition, was dismissed without prejudice. This means the status of the case is the same as before the suit was brought, and the complainant is at liberty to reinstitute it should he desire. The Arbitration Committee had decided adversely to Porteons. The suit of Orthwein & Sons against the F. A. Farmer Commission Co. was decided in favor of the Farmer company. Farmer had contracted to deliver a lot of wheat to Orthwein & Sons at New Orleans by Sept. 9, 1896. He offered to make the shipments, but the Memphis and Illinois Central roads refused to accept grain for the Orthweins, claiming they had more on the tracks at New Orleans than they could export in thirty days. Farmer then offered to ship to Galveston instead of New Orleans, but the Orthweins declined to accept the shipments at Galveston. September 26, the blockade at New Orleans having been broken, the Orthweins demanded shipment, which Farmer refused, as the price of wheat had advanced between September 9 and 26. Orthwein & Sons brought suit for the difference between the value of wheat September 26 and the contract price for the delivery to have been made by Farmer September 9.

COMMISSION

The Lull & Franke Grain Commission Co. has succeeded the firm of Chas. R. Lull & Co., at Milwaukee, Wis.

W. D. Crist & Co. is the name of a new grain and stock brokerage firm which has engaged in business at Bloomington, Ill.

W. P. Devereaux & Co., grain commission merchants of St. Paul, Minn., have removed their business to Minneapolis.

Fred. H. Hendley and Jas. A. Howard have formed a partnership and engaged in the grain commission business at Weston, Oregon.

I. H. Lowry and Morrow Lowry, grain commission men of Milwaukee, Wis., will engage in the commission business together, September 1.

Thompson, Sons & Co., formerly of Brandon, Man., have removed to Ft. William, Ont., where they are conducting their grain commission business.

E. J. Furlong has formed a partnership with Thomas Croil, of the I. H. Lowry Co., and will engage in the grain commission business at Milwaukee after September 1.

The commission man who sends bids only to regular grain dealers merits the business of such dealers to the exclusion of those who send bids to farmers, scalpers and transient shippers.

The J. N. McCarthy Co. has been incorporated at Chicago, Ill., to engage in the grain commission business, with a capital stock of \$2,000. The incorporators are R. C. Robinson, E. F. Bogart and Newton F. Gordon.

The commission firm of Baldwin, Farnum & Co. of Chicago has been dissolved, the old firm being succeeded by Baldwin, Gurney & Co. A. H. Farnum, who has withdrawn, has formed a partnership with John Barrett, and will continue in the commission business under the firm name of Barrett, Farnum & Co.

We have been informed that Peter H. Eschenburg, formerly of the firm of Gerstenberg & Kroeschell, Chicago, and Jas. R. Dalton, formerly with the same firm and with Rosenbaum Bros., have formed a copartnership under the firm name of Eschenburg & Dalton, for the purpose of conducting a general receiving and commission business at Chicago.

The Davis-Palmer Co. has been incorporated at Minneapolis, Minn., with a capital stock of \$50,000, to engage in the grain commission business. The incorporators of the firm are Geo. M. Palmer, C. E. Crandall and C. E. Davis. The same gentlemen were interested in the firm of Hubbard, Davis & Co., and was reorganized on account of the recent assignment of R. D. Hubbard.

C. C. Ames, grain commission merchant of Duluth, Minn., has been arrested on the charge of misappropriating 485 bushels of wheat, valued at \$270, which was consigned to him by Henry Thies of LaMoure, N. D. Mr. Ames failed, and the check sent for the grain went to protest, and has not been paid. The complainant alleges that the wheat was not disposed of in the manner which he directed. Mr. Ames gave bail in the sum of \$1,000 for his ap-

pearance. Mr. Ames has always borne a good reputation among the grain trade, and grain men believe there has been nothing dishonest in his dealings.

The firm of Carrington & Brigham, commission merchants of Toledo, Ohio, has been dissolved, and succeeded by W. E. Brigham & Co. The cause of Mr. Carrington's withdrawal is the fact that his Chicago business in the firm of Carrington & Hanna has grown to such proportions that he cannot divide his interests. Mr. Brigham, the remaining member of the firm, has had the management of the Toledo house for three or four years, and has conducted it most successfully.

John L. Dolan, for the past seventeen years connected with the grain commission house of L. Bartlett & Son, Milwaukee, Wis., has become a full-fledged member of the firm, succeeding W. M. Bell, retired. Mr. Dolan is well and favorably known on Change and among grain shippers and buyers throughout the West and Northwest. He was for a year and a half deputy grain inspector in Milwaukee, and has been actively engaged in the grain business since boyhood.

The C. H. Spencer Grain Co. of St. Louis, Mo., has been dissolved, C. H. Spencer, its president, retiring. It was announced that Mr. Spencer intended to abandon the grain commission business, but it was reported later that he might engage in the business at New York City, or perhaps at St. Louis. The firm was founded about 30 years ago by A. B. Harlow, and was one of the largest in the West. Mr. Spencer had been a member of it for 20 years, and its president for 7 years, and was also president of the Merchants' Exchange in 1896.

A new grain commission house was formed at Milwaukee, Wis., July 1, known as The Bell Commission Co., with W. M. Bell, Frank Rice and William Sawyer as incorporators. The president and manager of the company is W. M. Bell, who has been with L. Bartlett & Son for eight years, and who previous to that time was with the extensive Chicago grain house of Foos, Strong & Co., of which the famous steamboat man "Diamond" Joe Reynolds, was a member. Mr. Sawyer is vice-president and Mr. Rice secretary and treasurer. The company has leased offices at 63 Mitchell building and began active business on July 1.

WATERWAYS

The cost of shipping a bushel of wheat from Superior to the seaboard and placing it on shipboard was only 6½ cents last month. This is the lowest the cost has ever reached.

According to a recent report the steamers passing through the Suez Canal during 1896 numbered 3,407, against 3,434 in 1895. The tolls amounted to \$15,939,435 in 1896, and \$15,631,748 in 1895.

That big enterprise of the Nicaragua Canal Co. may be again attempted. The Maritime Canal Co., the successor of the old company, has decided to issue \$150,000,000 of 5 per cent. bonds.

Last month transportation rates for grain via the lakes and the Erie Canal reached the lowest figure on record. It is rather disappointing; the boatmen started out with a fixed rate of 3¾ cents, but the usual cutting of rates by the railroads soon forced them to reduce rates.

The season's shipping business at San Francisco, Cal., began July 1, upon the arrival of a consignment of new wheat from Southern California. At the same time last year the total available tonnage in that port did not exceed 34,000, while this year there was idle tonnage of 150,000 awaiting charters.

Work will soon be commenced on the K. C. P. & G. R. R. docks at Port Arthur, Texas, where it is expected so much grain will go for export. A floating elevator will be used for the transfer of grain; ears will be run on barges and the grain transferred from the ears to the vessels with the elevators until the Port Arthur channel through Lake Sabine is completed.

In the general subsidence of crazy canal schemes it is doubly gratifying to note that harbor improvement is now the order of the day. This is so at all the principal lake ports, Chicago, Duluth, Superior, Milwaukee, Cleveland, and Buffalo, as well as a number of other ports have a season's work in hand and much good will result from the well-advised changes now being carried out and in contemplation.

We have time and again pointed out that Chicago was permitting her vast commerce to slip through her fingers, as it were, through shoal water, bridges at almost every ship's length, heavy port charges and a general or somewhat popular feeling that it would be just as well if the creek was filled in solid so that pedestrian and vehicular traffic might not be delayed through the swinging or repairing of

bridges, etc., and this, too, although millions of dollars has been expended in building grain elevators, piers, etc., also that commercial prosperity was forcing itself on the city through its dirty, narrow and tortuous creek, which at times shows very little more than fourteen instead of the ordinary stage of sixteen feet. However, the city of Chicago very properly and adroitly secured an appropriation of nearly three-fourths of a million dollars from the last Congress, for widening and dredging the river, also to maintain a depth of sixteen feet.—Marine Record.

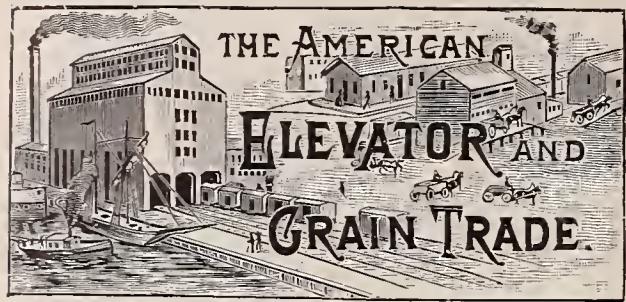
It is a very late day in the history of Chicago to contemplate the widening of the river, which runs through the heart of the city, yet this is deemed necessary by vessel and grain men, and others less directly interested. Major Marshall, the local government engineer, has received instructions to prepare a project for the improvement of the river other than the dredging now in progress. A project for widening and straightening the river will have to be submitted to the Secretary of War, and as for deepening the river to 20 feet, application will have to be made to Congress, as the law requires only 16 feet. Then the tunnels would have to be lowered. The amount of work all this would involve, and the large sum of money that would be needed to carry it out, is something enormous. As a solution of the difficulty Major Marshall suggests that South Chicago be made the shipping port, where the river could be dredged to the desired depth without trouble and without enormous expense.

There are no reports of grain shipments via the Erie Canal for July 6, while 602,000 bushels went by rail. "This," comments the Rochester Union, "is not a gratifying exhibit to the people who are expending \$9,000,000 upon the canal under the cultivated delusion that it can successfully compete with the railroads, notwithstanding evidences to the contrary before their eyes which have cost them many times nine millions of dollars thrown away. A dozen lateral canals have been abandoned by the state and now lay waste or have their beds or banks occupied by railroads which secured the property for a song." The canal is public property, the railroad is private property. The canal business is affected by bad laws that are enforced, and good laws that are disobeyed. (A sample is the enforced limitation of a transportation company's capital stock, and the restrictions of elevator charges at Buffalo which no one pays any attention to.) The railroad has only its own interest to look out for; the canal officials have their jobs to take care of.

The question of maintaining the level of the lakes has been discussed for a number of years, and now it seems to have resolved itself into this problem: Would it be better to yield to the demands of commerce in the construction of canals at the expense of the lake levels, or sacrifice commerce for the benefit of the lakes? Suppose a few of the plans for canal construction were carried out, say the 14-foot St. Lawrence River channel. A decline in lake levels would probably follow, to be increased as new waterways are constructed. But progress will continue, and artificial waterways, which have characterized all highly civilized countries, will increase in number and size. Then commerce demanding the drainage of the lakes, to say nothing of other influences at work, it is a question for engineers whether anything can be done to counteract it. The plan of having dams at the outlets of the lakes has been advocated by engineers of late, and governmental notice of it may be urged before long. This plan is very plausible in theory, but there are not many men in the United States, and still fewer engineers, who really know what the final effect the proposed damming of lakes would have. Besides, there is no immediate cause for anxiety. The great lakes are as old as the human race, and for aught we know may outlast it.

Shippers, we advise you not to accept bids for a certain delivery here or elsewhere, unless you are positive you can make such delivery. To make first half July delivery, grain must be in elevator here July 14. To make July delivery, grain must be in elevator here July 30.—Zahn's Circular, Toledo.

The drouth problem has been solved. Abram Kroeger, a Kansas farmer, has discovered a way to protect wheat during the dry season, and make it grow in spite of the suns. He recently ate a large amount of ground wheat. The wheat, not having been cracked, sprouted in his stomach. For a time the doctors were unable to diagnose his case, and, fearing death, performed a surgical operation. The wheat crop was found growing splendidly in his stomach. It was a rich, luxuriant growth. There was no sign of drouth or rust, and the grain seemed to be moving along at a rate to satisfy the most ardent agriculturist. Farmers in Dakota and other regions subject to drouth will please take notice. They have been praying for a remedy for years. They have exhorted, exploded powder, engaged rainmakers and lifted up their voices in prize-winning profanity, but not until Abram Kroeger planted his wheat did the ability to make a crop grow in spite of drouth become known.



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CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., JULY 15, 1897.

GRADES AT ST. LOUIS AND EAST ST. LOUIS.

Unfortunately for the trade the conference of the Illinois and the Missouri warehouse commissioners for the purpose of adopting uniform grades for St. Louis and East St. Louis was a failure, and henceforth the grades in force at Chicago will be used by the Illinois department in East St. Louis. The Missouri grades will be used in St. Louis. The difference between the Illinois and the Missouri grades is not much, but enough to cause trouble and confusion for those who ship to or buy from that market.

Uniform grades with uniform inspection would simplify the business, facilitate trade and place the markets on the same footing, so neither would have an advantage over the other. It is to be hoped that some influence will be brought to bear which will induce the few changes needed to make the grades the same. Uniformity would prove of advantage to the markets as well as to those trading in them.

DEMURRAGE.

If carriers were honest in their assumed desire to keep their rolling stock moving they would charge all shippers and receivers for delays of cars and charge themselves for delays of grain at initial points and in transit. At present they charge demurrage on less than thirty per cent. of the delayed cars. The large shippers and receivers can control so much business that the carriers think it is necessary to favor them in every way possible, and neglecting to send them bills for demurrage is one of the ways selected. The little fellows have to pay it or quit business.

If the Interstate Commerce Law and the state railroad laws were amended to provide that all

unreasonable delays of cars by shippers or receivers and of freight by carriers should be paid for by the offending party the object which the carriers claim to be seeking would be attained. Under the common law, shippers and receivers can recover damages for unreasonable delay of their grain at initial point or in transit, and it might be contended that this is enough for their protection. Experience has proved that it is not. Carriers know that shippers will submit to a small loss rather than run the chance of a larger loss by means of an expensive lawsuit, so do not heed the shippers' rights.

DELAYS OF GRAIN BY CARRIERS.

The big crops of the Mississippi Valley will make much business for the rail carriers, and they will probably experience as much difficulty in transporting it to destination as they have preceding large crops. They may be expected to be derelict in furnishing cars, and especially so at non-competing points. Cars of grain will be missent, lost or delayed for months in transit, yet the carriers will not offer to make good the loss suffered by the shipper. If he wants pay for damages incurred, he must sue for it. However, if he, or the receiver, delays a car, the carrier will charge demurrage and discommode the one at fault until he is badgered into submitting to the exaction.

If the regular shippers of the country were banded together in a close compact, they could readily stop this extortion and secure the prompt delivery of their grain at destination. If the Grain Dealers' National Association were to print on its shipping tags the words RUSH THIS CAR, and then trace delayed cars, the carriers would be likely to give more attention to cars so marked and would be started on the way to reform in the delaying of grain shipments.

THE GERMAN ANTI-OPTION LAW.

It is altogether likely that the German farmers will be the first to ask for a repeal of the German Anti-Option Law. Some laws are like the gun that Mark Twain's Bedouin was armed with; more dangerous to the man who aimed it than to the man who was shot at. The Anti-Option Law appears to be one of these. It was designed to help the farmer by suppressing absolutely all speculation in grain. To do this the exchanges were closed in all the cities. Of course as there were no established prices the newspapers had no quotations to give; and in fact quotations by newspapers would have been unlawful. Of course this sort of thing was bad for the dealer and the miller, but it proved worse for the farmer. He had absolutely no knowledge of the market except as he came in contact with the actual buyers. All his old sources of information were cut off. Clearly the man who sells a little grain occasionally is no match in bargaining for the man who buys a great deal habitually; and the dealer and miller probably have been making pretty fair bargains in the absence of a governing market.

But of course everyone felt the disadvantages of the new order of things, or rather the new disorder. Temporary exchanges were organized at Berlin, Halle, Stettin and other places

to aid in moving the crops. These have been suppressed by the police as contrary to the law and chaos again reigns. Harvest is at hand and the German farmer does not know where he is at. As each sale of grain is a distinct transaction on which no other similar transactions have the slightest influence, the buyer cannot be blamed for fixing a price that will insure him against loss. In all probability he makes several prices, as circumstances dictate. The buying and selling of grain is reduced to the level of dickering over second-hand personal property; it is done in private. The law has made a mess of it; and while it has hit everybody connected with the trade, it has hit the farmer harder than anyone else. No doubt the law will be repealed. Like most repressive laws, it was a step backward. Though doubtless taken with the best of intentions, it was made ignorantly. It was framed by people having no practical knowledge of trade and guided solely by a priori theories as to the effect of speculation upon prices.

INDIANA ELEVATOR MEN WILL ORGANIZE.

The regular grain dealers in different parts of the country are organizing and obtaining relief from the unfair competition of transient shippers, irregular dealers and farmers. They are advancing the interests of the trade by securing needed reforms in inspection and weighing departments and changes in grades. They are working for recompense from rail carriers for elevator men who receive bulk grain for shipment from all comers. They are inducing regular dealers to get together, to cease overbidding one another and to do business at a profit. They are doing much else to advance the common interests of the regular dealers, yet Indiana dealers are doing nothing.

Indiana elevator men must organize if they wish to share in the profits of the reform movement. Every elevator man of the state who favors and will join a state association will please write this journal immediately to that effect. If a sufficient number respond a meeting will be arranged for formal organization.

DISTRIBUTION OF CARS.

The railroad traffic managers are making extensive preparations to haul away the surplus grain of the Southwest and at the same time are predicting a car famine. Station agents have been instructed to load all grain cars to their maximum capacity, and, as of old, the unorganized elevator men can expect to fight for the cars given them. Cars will be given to the transient shipper and farmers, while the elevator stands idle because it is full and the elevator man can get no cars. The carrier is certain of hauling the grain in the elevator, so provides cars for the grain that may be taken elsewhere.

The carrier does not care if cars are not supplied to regular shippers within a reasonable time—the delay of their grain is of no consequence—but if these same regular shippers delay cars one minute in excess of a specified time they will be charged for it. And yet there are some grain shippers who claim the carriers are disposed to be fair. How very near sighted.

The carriers who ignore the regular dealers in some parts of the West and Southwest this year are likely to get in trouble, for the shippers are organized and propose to insist upon having fair treatment.

In Nebraska, the State Board of Transportation, as well as some of the roads, take a reasonable view of the distribution of cars among shippers in times of car famines, as is shown by the report of the National Association's Transportation Committee, published in this number. They insist that grain shall be at the station and ready to load before the carrier can be expected to sidetrack a car for it. It is decidedly unreasonable to ask carriers, in times of car famines, to furnish cars for warehouses for scoop shovel men when the elevators are groaning under their loads, and the different associations should protest vigorously against such treatment of any of their members. The elevator man who acts as soliciting freight agent for the carrier without pay is entitled to all the cars he wants first. If any are left, send them elsewhere, the man-with-a-scoop is entitled to no consideration whatever.

GRAIN TRANSFER RATES AT BUFFALO.

The Export elevator built at Buffalo will not cut the pool's grain transfer rate and consequently the Buffalo newspapers are raising a great hurrah. The Export elevator was not built to do a public business. It is primarily a private house, designed to handle the grain of Bartlett, Frazier & Co. and Armour & Co. The shipments of these two firms amount to considerable and will keep the elevator busy much of the time, so the owners are not worrying about it remaining idle much of the time. If they were anxious to secure outside business they would surely cut the rate.

The Great Northern Elevator is not likely to cut the rate either, as it is being built for the prime purpose of assisting the Great Northern Railway in securing grain to transport. The patrons of that road will pay no transfer fee, it will be absorbed in the through rate, as also will be the storage fee on grain carried by this road to New York harbor when its arrangements are completed and its New York elevator is erected.

The elevator pool of the Empire State may continue to burden the grain shipped via Buffalo with extortionate charges for some time to come, but from now on their profits will diminish. The smaller shippers cannot afford to build elevators of their own, but they can ship via other ports and thus escape the exaction. Competition and the small margin of profit will compel them to seek other routes.

The New York law, if amended to require all public elevators to store and transfer grain for all alike, would stop the extortion. The Buffalo elevator men often get more out of the grain passing through their old ramshackles than a modern lake vessel does for carrying the grain from Chicago or Duluth. Seven-eighths of a cent a bushel for transferring—it is robbery, and tolerated by the grain trade nowhere outside of New York state. When the grain trade has drifted to other routes, the state which has expended many millions in the construction and maintenance of a canal to divert the export

grain trade to New York harbor may awaken to the fact that its greedy elevator men have prevented the success of its efforts.

FARMERS' ELEVATORS.

The coöperative farmers' elevators do not seem to be meeting with that degree of success which their advocates predicted for them. Indeed, if the regular grain dealers and millers actually made the profits in their business that the farmer-politicians have asserted, it is difficult to see how a coöperative elevator could fail. Yet a number of such failures have been chronicled the past month. The farmers' elevator at Winnebago City, Minn., closed with liabilities of \$5,000 more than its assets, which is doing pretty well. The warehouse owned by the Farmers' Coöperative Shipping Association at Fountain, Minn., has also closed and is to be sold at auction this month.

A number of such instances might be quoted. We shall not insist that they teach any particular lesson; for they teach several with a moderate degree of distinctness. One is that the demagogues were mistaken as to the vast profits realized from handling grain. Another doubtless is that people do not drop their selfishness when going into coöperative enterprises. The numerous failures of coöperative elevators and shipping associations only add another chapter to the disastrous history of business coöperation in the United States. They show only too plainly that the shoemaker should stick to his last, or, rather, that he should not try to carry on two trades at once.

But while the failures of coöperative elevator enterprises show merely human incapacity or selfishness, the success of them shows how thoroughly human the farmer is, even after going into a philanthropic movement for the amelioration of his class. Here is an elevator at Sletten, Minn., owned by farmers that last year declared a stock dividend of 100 per cent. That is, they "watered the stock," as the granger politicians would say. This year they declare a dividend of 25 per cent. on the stock, equivalent to a dividend of 50 per cent. on the investment. They have already capitalized the earning power of their investment as well as the investment itself. That is what a lot of grasping capitalists would do. Farmer human nature around Sletten is pretty much the same as other human nature elsewhere; but we must say the manager of their elevator is a Jim Dandy, for we will wager that one man is responsible for this success and not a society or association.

And the farmers in Southern Minnesota are likewise as full of human nature as their brethren in the Red River Valley. The other day representatives of nine farmers' elevator companies met at Kenyon "to effect a consolidation of the farmers' elevators, thus securing mutual co-operation." Who would have thought that the virtuous farmers of Southern Minnesota, who have been denouncing combines for years, would make a little one of their own? It is bad enough to capitalize earning capacity; but to make a combine—well, after all, it shows that the farmer both in failure and success is just like the rest of his fellows; generally a failure outside his line, but when successful, just as "grasping" and just as keen after the main chance.

WHY CARRIERS SHOULD PAY A LOADING FEE.

The adroit reply of the traffic managers, who expressed themselves as willing to consider the proposition of the Grain Dealers' National Association, providing the Interstate Commerce Commission or a federal court decided that they could lawfully do it, will not stop the work of securing it as was intended. The association will continue the work until success crowns its efforts. If the traffic men were not so stupidly averse to granting anything to the grain trade, they would have made the proposed arrangement voluntarily and long ago.

Their charters and the state laws provide that they shall provide depots for freight and passengers, and they are expected to load the freight into the cars, yet when it comes to bulk grain, which forms the greater part of their east-bound freight, they do nothing of the kind. If grain shippers were to go to law they could easily compel a carrier to provide grain handling facilities at any station where the business was sufficient to warrant it, and this would necessitate the building of a plant and the employment of a man to operate it.

If the carriers paid the elevator man a loading fee or a rental to receive and load into cars all grain received, they would be fulfilling the provisions of their charters and the law. The elevator man would be the carriers' agent authorized to receive and load grain.

All loading from wagons would be discontinued and the carriers' cars would not be detained for warehouse purposes, while the farmer was hauling the grain.

The loading fee would not necessarily come out of the carriers' treasury, the rate could be advanced enough to cover the amount paid the elevator man.

Paying the elevator man one to two cents per bushel for loading grain into cars would give him a fresh impetus to try to secure grain for shipment over carriers' line. The result would be that the elevator man would give the farmer the amount of the loading fee in a higher price for his grain.

The railroad would get just as much for transporting the grain, and the elevator man would handle all the grain. The man-with-a-scoop, who merits no favors at the hands of the railroad company, would be a parasite of the past. It would cost the railroads nothing, and the elevator man who merits their earnest encouragement would be able to get a living out of the business at all times.

Gratuitious opinions of lawyers on the legality of provisions of a constitution and by-laws are worth just what they cost—nothing. The Constitution of the United States gives Congress power to regulate commerce between the states, but not within a state, so regular dealers who combine to drive the man-with-a-scoop away from their stations are not amenable to the federal laws governing commerce.

Between the politicians and the inexperienced inspection managers, the grain inspection department of Washington has been having a very rough time. The inspection fee has recently been reduced and other troubles settled, so it will be continued with less friction.

EDITORIAL MENTION

The man-with-a-scoop must go.

Barley grading should be improved or abolished.

The National Hay Association will meet at Pittsburg, Pa., August 10, 11 and 12.

The dealers who do not organize are likely to travel a rocky road for some time to come.

The corn corner, which some of the bulls were working as a sure thing, seems to have escaped.

Clean your grain thoroughly and cooper well your cars before loading. Shippers will be paid well for the extra labor.

With this number this journal begins its sixteenth year of its service in the interest of the elevator man and the regular grain dealer.

New York bucket-shop keepers whose places have been closed threaten to stop trading in puts and calls. May their revenge be successful and complete.

We have received a pamphlet containing the revised constitution of the Illinois Grain Dealers' Association and a list of the members corrected up to June 23.

A state association of grain dealers is talked of for Iowa. The irregular dealers and the insurance men are so very avaricious that the regular dealers have been stampeded to the association camp.

The state inspection of grain will not be established at Peoria. The Board of Trade opposed such extension, so the bill was amended to provide for inspection in Class B elevators only when the county supervisors ask it.

The public elevator men of Chicago seem to be having their own way. If success continues to crown their efforts they will soon advance storage rates and put in cleaners, scourers and clippers. It seems that most of their houses are to be made regular.

Kentucky farmers seem to think they have all of the wheat this year and have been holding meetings to organize for the purpose of holding their wheat until a satisfactory price is offered. What a terrible crime it would be if the grain dealers, instead of the farmers, combined to hold wheat.

The elevator man who neglected to clean his elevator thoroughly and whitewash it is surprised by the large number of insects appearing on his working floor these days. If elevator men will send specimens of all insects found in their grain to Prof. W. G. Johnson, College Park, Md., he will identify them and prescribe a remedy if they are likely to damage

the grain. Professor Johnson is anxious to receive specimens of all kinds of insects infesting grain, so dealers who have trouble with such will be charged nothing for the information.

The Senate placed burlap, sacks made of burlap, and other bags made of jute or hemp, on the free list, but it seems doubtful if the conference committee will leave them there, unless considerable influence is brought to bear in behalf of such a change.

The sensational newspapers have found a glucose trust, and it will probably be credited with ruling the corn market before long. It is difficult to find anything startling these days, but the sensation managers must have it, even if they have to make it.

Ex-Chief Grain Inspector Andrews has returned to Chicago, but has not made good the deficit of his office. The trade could have had its grain inspected at Chicago for 5 or 10 cents less a car this year if the department had been managed economically last year.

The grain trade has suffered so intensely from the many abuses heaped upon it during recent years, that it has finally succumbed to a raging fever, which the knowing ones diagnose as "Organization Fever." It seems certain, too, that reforms must be instituted before the patient will show any signs of recovery.

The French Chamber of Deputies has passed a bill empowering the executive to raise the duties on wheat, wine, cattle and meat on twenty-four hours' notice, subject to the subsequent approval by the legislative branch of the government. The purpose of the bill is to prevent wholesale importations before the new import duties go into effect.

The Illinois Grain Dealers' Association could get many new members in the northern part of the state by holding its next meeting at Chicago. There is no doubt that the organization would profit by meeting at different points about the state. Meeting continually at one point will have a tendency to discourage the members who are so located that they cannot conveniently reach that point.

The regular grain dealers of Iowa have organized another association and adopted a constitution and by-laws (quoted elsewhere in this number) that will meet with the hearty approval of every regular dealer of the district. The association is holding a meeting at Iowa Falls to-day, and if the dealers of Northern Iowa are alive to the interests of their business, they will attend, join and give the organization the active support it merits.

If Indiana dealers doubt that the trade is ripe for the organization of a state association they should paste the following from a letter by James W. Sale of Bluffton on their scale beams: "The advisability of a permanent organization was discussed [at a meeting of grain dealers] and all present seemed heartily in favor of such a project at some time in the near future. I believe we could easily effect a state organization now if there was someone to lead

off. We need it badly." Let every regular dealer lead off by sending us his views on the subject. Write to-day, don't wait.

Reports from Eastern Ontario, New York and Michigan are to the effect that there is much rye mixed with the wheat and that unless the farmers are induced to cut out the rye, the value of their wheat will be greatly reduced. Wheat, like the farmers, when mixed with rye, is in a deplorable condition. It cannot be cleaned, hence is useless.

Indiana dealers are entirely too slow in getting together. Another crop is about to be marketed, and the regular dealers are not in a position to inform receivers that they would appreciate their refusing to bid farmers and scalpers. Every elevator man of the state should write this journal if he is favorable to organization and will join a state association.

The Grainman's Actuary, published by Henry Nobbe of Farmersville, Ill., will be sent for inspection to parties who desire to see what it is before buying. The book has been very favorably received by grain men everywhere. Mr. Nobbe is a grain dealer himself, and his experience taught him that the ordinary tables used for such purposes could be very much improved for ready reference. The price of the book has been reduced to \$1.

The parsimony of some dealers is already showing itself in the erection of steel tanks of material so thin that it will not even withstand a moderate windstorm when empty. Several of these cheap houses have recently been blown in, much to the chagrin of the builders and to the disgust of the short-sighted economizers. It was thought that this class of penurious dealers had profited by the falling of frame houses erected by the barn builders, but it seems that they will have to learn their lesson over again.

For the protection of its good name and trade, every country town should require every man-with-a-scoop, who desires to locate temporarily within its borders for the purpose of buying produce from farmers, to take out a license and give a statement to the town clerk showing home address, where he was in business before, and names of responsible persons to whom he can refer. Traveling sharpers, who cheat the farmers, bring the town, as well as the regular dealers, into disrepute. The transient buyer, as well as the peddler, should be discouraged.

A number of regular grain dealers of Northeastern Indiana held a meeting recently and decided to stop that foolish old practice of loaning grain bags to farmers. When the loaning was started the margin of profit was large and the dealers would have loaned horses and wagons to market the grain had the farmers asked it. Then they did not have so much competition, and when they loaned bags to a farmer they generally got all of his grain. During recent years the accommodating dealer often thought he got the bag borrower's grain, but generally was mistaken. The abolition of the sack loaning practice brings the business nearer to modern methods.

Trade Notes

J. F. Zahn & Co. of Toledo, are sending aluminum Discoveries to members of the trade who take the trouble to write for them. The Discovery is an aluminum medal or pocket piece, which is said to furnish speculators with reliable pointers on how to hit the market.

The S. Howes Co., Silver Creek, N. Y., manufacturers of the Eureka Grain Cleaning Machinery, writes us that its trade for June was excellent. It received 150 orders for machines during the month, making it the best June for trade the company has experienced in five years.

Seeley, Son & Co., grain elevator architects and builders of Fremont, Nebr., in sending us a list of their recent contracts, say that business has been picking up in fine shape, and confidence is evidently restored. They attribute this happy state of affairs largely to the crop prospects in Nebraska and Kansas, which they state were never better.

Sykes Steel Roofing Co., 611 South Morgan Street, Chicago, are now prepared to put corrugated iron and steel roofing on elevators and other buildings, as well as furnish the material. They are now doing regular contract work in this line which is a convenience to those wanting the goods, as it insures the putting on of the material in a workmanlike manner.

The exhibit of The Otto Gas Engine Works, Philadelphia, at the Tennessee Centennial Exposition at Nashville, is one of the most interesting of the mechanical exhibits there. Seven different sizes of engines, varying from 3 to 45 horse power are shown in running order, representing all types of engines, stationary, marine and portable, all built by this company.

We have received a copy of the 1897 catalogue of the Rice Machinery Co., 166-174 S. Clinton St., Chicago. It is claimed to be the most complete catalogue of power transmitting machinery published. It is handsomely printed, attractively bound, and its nearly 300 pages of contents are provided with an index. No doubt many of our readers will find it useful for reference.

The Wm. Graver Tank Works has taken out patents on its steel elevator, and is prepared to duplicate in steel any wooden grain elevator. After 35 years practical experience in building metal structures for storing liquids and granular material its managers are thoroughly familiar with every strain a grain storehouse is subjected to, and build only houses that will withstand the strains.

We chronicled the fact a couple of months ago that negotiations were on foot for building an extensive line of elevators in Manitoba and the Northwest Territory. The plan is being carried out, and the Huntley Mfg. Co., Silver Creek, N. Y., has received an order for 29 of its Monitor Warehouse Separators for this line of elevators. This is said to be the largest order ever placed for a line of machines like this. Such an order is certainly gratifying to the Huntley Mfg. Co., which has reason to feel proud of the record the Monitor Separator has made in the elevator trade in the last six years.

In a recent article on the gas engine industry in the United States, the Scientific American, while contending for the excellence of the American types, says that the gas engine has made slow progress in this country when compared with England and the continent. And it asks "How comes it that a people which is so quick to appreciate a useful device should have given comparatively little attention to the gas engine, and have left it to other nations to demonstrate its efficiency and introduce it on a large scale into their various industries?" Such a question is certainly surprising. We have before us the latest edition of the "Black and Blue" sheet of the Charter Gas Engine Co. of Sterling, Ill., which in itself would be an answer to a part of the question. This sheet gives testimonials from forty states and territories as well as from Canada and Mexico,

showing several hundred purposes to which the power of the Charter has been applied. Pretty nearly everything to which a gas engine could be applied will be found in this sheet; and we do not believe Europe can show a wider range of uses. Nobody need worry about the future of gas and gasoline engines in the United States. It is taking care of itself.

Owing to the fact that another manufacturer has a prior claim to the name "Ark Brand Weather-Proof Paint," and not wishing to infringe, the Kansas City Metal Roofing & Corrugating Co. has discontinued the use of that name as applied to paint, and will hereafter call it the Donkey Paint. This strikes us as being a particularly appropriate name, inasmuch as the Donkey is long-lived and a good stayer, which qualities it claims for the Donkey Paint. Its registered trademark, "Ark Brand," will apply now only to its best grades of steel, iron and felt roofing and building paper. The Kansas City Metal Roofing & Corrugating Co. assures us that it gives a strong guarantee on the Donkey Paint, and on everything bearing its trademark.

IOWA DEALERS ORGANIZE ANOTHER ASSOCIATION.

A convention of grain and stock men was held at Hampton, Iowa, June 23. The grain dealers met at Hotel Rule and J. S. Smith of Iowa Falls was called to preside, and F. C. Howe of Hampton was chosen secretary.

The stock men met at Harriman's Opera Hall, and D. W. Mott was chosen chairman, and H. G. Northey of Alexander, was elected secretary. There was considerable discussion in both bodies in reference to permanent organization and conferences between them in regard to the advisability of consolidating the two, but it was finally decided to keep them separate.

The grain men organized their association and named it the Northwestern Grain Dealers' Association, and elected as the first officers: President, James S. Smith of Iowa Falls; vice-president, Hans Hanson of Latimer; secretary, Frank C. Howe of Hampton; treasurer, Thos. Thomas of Sheffield.

A committee was appointed to draft rules, regulations and by-laws for the government of the Association and report at the next meeting. Thos. Thomas of Sheffield, J. A. Wadlington of Geneva, and J. D. Flanagan of Ft. Dodge, were appointed as such committee. The remainder of the session was occupied in discussions upon various subjects of common interest, among which was the question of transportation and mutual insurance, the general opinion seeming to be that it would be to the interest of the members to organize a company of their own, rather than submit to the exorbitant rates that most of them were compelled to pay.

The Association adjourned to meet again in Hampton, July 2, to perfect organization. At that meeting a constitution and by-laws was adopted, from which we take the following:

First. We the undersigned, being regularly engaged in buying and selling grain, and recognizing the necessity of a grain dealers association, do hereby associate ourselves in an organization, the object of which shall be the advancement and protection of the common interests of those who are regularly engaged in the grain business, the formulating of rules to govern the transaction of business, and the promotion of friendly relations among the legitimate grain men of the country.

Second. Any person, firm or corporation operating a grain elevator and engaged in the buying and selling of grain continuously, may become a member of this Association.

Sixth. The membership fee of the Association shall be five dollars (\$5), which shall accompany each application for membership.

Ninth. A quorum shall consist of ten members.

Tenth. It shall be the duty of members to aid in protecting the interests of every member of this Association.

Eleventh. Members of this Association shall not buy grain at any station where they are not regularly doing business, and where there is a regular buyer who is a member of this Association, without the consent of such buyer.

Twelfth. So far as lies in their power, members of this Association shall not transact business with irregular dealers, with parties against whom un-

fairness is proved, receivers who patronize irregular dealers, or with those who solicit grain from farmers.

Thirteenth. It shall be the duty of every member of this Association who learns of any commission firm, receiver or track buyer, soliciting or encouraging any shipments from farmers or irregular dealers, to report the name of the said commission firm, together with the facts in the case, to the secretary, and he shall immediately notify each member of this Association.

The next meeting of the above Association will be held at Iowa Falls, to-day, at which time it is to be hoped that every dealer in grain in Northern Iowa will be present.

Late Patents

Issued on June 15, 1897.

Gas Engine.—John O. Brown, Dayton, Ohio, assignor to Allie M. Brown, same place. No. 584,622. Filed Oct. 24, 1895.

Gas Engine.—Edward B. Dake, Muskegon, Mich. No. 584,674. Filed April 17, 1896.

Gas Engine.—Cornelius C. Wright and William J. Stephens, Titusville, Pa.; said Wright assignor to said Stephens. No. 584,448. Filed Sept. 8, 1896.

Hay Press.—Rufus A. Simpson, Florence, Cal., assignor to George J. Nadeau, same place. No. 584,751. Filed Nov. 23, 1896.

Issued on June 22, 1897.

Duplex Roller Baling Press.—Andrew Schulze, St. Louis, Mo., assignor to the Kingsland & Douglas Mfg. Company, same place. No. 584,899. Filed Oct. 28, 1895.

Corn Sheller Cylinder.—John H. Gilman, Ottawa, Ill., assignor to the King & Hamilton Company, same place. No. 585,093. Filed March 3, 1897.

Explosive Engine.—Charles Quast, Marion, Ohio. No. 584,960. Filed Sept. 5, 1894.

Gas Engine.—Charles A. Miller, Springfield, Ohio, assignor to the Miller Gas Engine Company, same place. No. 585,115. Filed Jan. 6, 1896.

Gas Engine.—Charles Quast, Marion, Ohio. No. 584,961. Filed Nov. 6, 1894.

Explosive Gas Engine.—George W. Starr and John H. Cogswell, Havana, Ill. No. 585,127. Filed Aug. 26, 1896.

Cooling Device for Gas or Petroleum Motors.—Emil Capitaine, Frankfort-on-the-Main, Germany, assignor to George T. Harris, Philadelphia, Pa. No. 584,920. Filed Nov. 7, 1896.

Fastening for Cylinders and Explosion Chambers of Petroleum Motors.—Emil Capitaine, Frankfort-on-the-Main, Germany, assignor to George T. Harris, Philadelphia, Pa. No. 584,921. Filed Nov. 7, 1896.

Pea Shelling Machine.—George H. Olney, Brooklyn, N. Y. No. 585,118. Filed May 14, 1896.

Wagon Dump.—George D. Langdon, Homer, N. Y. No. 584,786. Filed Jan. 9, 1897.

Issued on June 29, 1897.

Explosive Engine.—William E. Gibbon, Colchester, England. No. 585,434. Filed Oct. 24, 1896.

Gas Engine.—Lewis S. Brown, Columbus, Ohio. No. 585,504. Filed Oct. 22, 1896.

Gas Engine.—Herbert B. Steele, Malden, Mass. No. 585,601. Filed Dec. 10, 1895.

Gas Turbine.—James G. Sanderson, Scranton, Pa. No. 585,230. Filed March 6, 1896.

TOO LATE TO CLASSIFY.

PLANS FOR ELEVATOR WANTED.

I am in communication with parties asking for plans, specifications and cost for an elevator of 25,000 bushels' capacity, to include rolls, and necessary machinery to manufacture 50 to 100 barrels of meal daily, chop feed, etc. I should think two stands of elevators of good capacity, hopper, dormer and track scales, sink for unloading from cars, 1,500 or 2,000 bushel cleaner, located on first floor, car puller, engine, shafting, pulleys, belting, buckets, swivel spout for out-loading, etc. would about cover needs. I presume hard pine lumber would be used, costing \$12 to \$14 per 1,000 feet. The trade would be both local and in transit. I would like estimates and plans from up-to-date builders of small houses of this kind, and will do what I can to secure contract for those submitting best plans. I think the location is good for quick work. A prompt reply is desired. Address

E. P. CAYWOOD, Huntsville, Ala.

RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago since June 15 has been as follows:

	NO. 2 ⁺ R.W.WHT	NO. 2 SPG WHT. ⁺	NO. 2 CORN.	NO. 2 OATS.	NO. 2 RYE.	NO. 3 ⁺ BARLEY	NO. 1 FLAXSEED
June	Low	High	Low	High	Low	High	Low
15.	24½	25½	18½	18½	28	32	75½
16.	25	25	25	25	31	35	75½
17.	25	25½	18½	18½	33½	33½	29
18.	24½	25½	18½	18½	34	34	28
19.	25	25½	18½	18½	34	28	29
20.	25	25	18½	18½	34	34	29
21.	78	78	24½	25	28	32	75½
22.	63½	68½	24½	25	18½	18½	32
23.	24½	25	18½	18½	34	34	29
24.	81	81	24½	25½	18½	18½	28
25.	25	25½	18½	18½	31	31	78
26.	25	25½	18½	18½	31	31	79
27.	25½	25½	18	18½	35	28	33
28.	24½	25	17½	17½	35	28½	30
29.	80	80	24½	25	17½	17½	29
30.	24½	25	17½	17½	30	77½	77½

*Holidays. +Free on board, switched and delivered. Free on board or switched.

During the week ending June 19 Prime Contract Timothy sold at \$2.70@2.75 per cental, Prime Contract Clover Seed at \$6.65@6.75, Hungarian at \$0.55 @0.70, German millet at \$0.70@1.00, buckwheat at \$0.50@0.70 per 100 pounds.

During the week ending June 26 Prime Contract Timothy sold at \$2.75@2.77½ per cental, Prime Contract Clover Seed at \$6.65@6.75, Hungarian at \$0.55 @0.65, German millet at \$0.50@0.80, buckwheat at \$0.65@0.70 per 100 pounds.

During the week ending July 2 Prime Contract Timothy sold at \$2.75, Prime Contract Clover Seed at \$6.65@7.00, Hungarian at \$0.50@0.60, German millet at \$0.50@0.75, buckwheat at \$0.65@0.70 per 100 pounds.

RECEIPTS AND SHIPMENTS AT CHICAGO.

The following table, compiled by George F. Stone, secretary of the Board of Trade, shows the receipts and shipments at Chicago during June, 1897 and 1896, of seeds, hay and broom corn:

	Receipts.	Timothy Ibs.	Clover Ibs.	Other Grass Seeds, lbs.	Flax- seed, bu.	Broom Corn, lbs.	Hay, tons.
1897.....	509,855	124,338	1,823,255	305,070	294,150	21,952	
1896.....	1,075,333	28,472	2,688,816	264,215	1,126,360	24,703	
Shipments							
1897.....	336,541	80,076	2,237,402	159,838	597,268	1,813	
1896.....	417,700	11,779	2,145,120	306,590	1,091,349	11,709	

RECEIPTS AND SHIPMENTS AT CLEVELAND.

The receipts and shipments of grain, hay, etc., at Cleveland, Ohio, during the month of June, 1897, as compared with the same period of the preceding year, were, according to F. A. Scott, assistant secretary of the Chamber of Commerce, as follows:

Articles.	Receipts.	Shipments.
	1897.	1896.
Wheat, bushels.....	268,343	248,313
Corn, bushels.....	299,888	50,860
Oats, bushels.....	355,284	134,190
Barley, bushels.....	17,252	11,998
Rye and other cereals...	35,941	16,549
Flour, barrels.....	33,700	45,500

EXPORTS FROM ATLANTIC PORTS.

The exports of breadstuffs, as compiled by George F. Stone, secretary of the Chicago Board of Trade, from the Atlantic ports during the two weeks ending July 10, as compared with same weeks last year, have been as follows:

Articles.	For week ending July 10.	For week ending July 11.	For week ending July 3.	For week ending July 4.
	1897.	1896.	1897.	1896.
Wheat, bushels.....	935,000	902,000	1,049,000	1,568,000
Corn, bushels.....	3,610,000	1,024,000	1,868,000	1,301,000
Oats, bushels.....	1,643,000	1,390,000	1,425,000	1,298,000
Rye, bushels.....	81,000	58,000	77,000	139,000
Flour, barrels.....	303,900	214,000	208,900	198,700

RECEIPTS AND SHIPMENTS AT PEORIA.

The receipts and shipments of grain and hay at Peoria, Ill., during the month of June, as compared with the same period of the preceding year, were, according to R. C. Grier, secretary of the Board of Trade, as follows:

Articles.	Receipts.		Shipments.	
	1897.	1896.	1897.	1896.
Wheat, bushels.....	36,100	61,200	10,800	36,000
Corn, bushels.....	1,759,150	1,072,400	450,650	125,960
Oats, bushels.....	966,750	1,885,900	1,174,150	1,724,800
Barley, bushels.....	30,800	17,500	14,700	13,300
Rye, bushels.....	11,400	8,400	2,400	4,800
Mill Feed, tons.....	259	570	6,301	5,676
Seeds, pounds.....	60,000	60,000		
Broom Corn, pounds.....	45,000	60,000	35,200	36,000
Hay, tons.....	3,050	1,970	1,048	1,000
Flour, barrels.....	31,300	22,050	29,250	18,300
Spirits and Liquors, bbls.				
Syrup and Glucose, bbls.				

RECEIPTS AND SHIPMENTS AT ST. LOUIS.

The receipts and shipments of grain and hay at St. Louis, Mo., during the month of June, as compared with the same period of the preceding year, were, according to George H. Morgan, secretary of the Merchants' Exchange, as follows:

Articles.	Receipts.		Shipments.	
	1897.	1896.	1897.	1896.
Wheat, bushels.....	200,846	437,442	101,324	347,764
Corn, bushels.....	1,549,632	878,900	1,130,613	681,036
Oats, bushels.....	1,178,420	1,210,828	351,026	398,040
Barley, bushels.....	20,250	7,500	8,410	3,490
Rye, bushels.....	10,550	6,048	7,000	2,260
Hay, tons.....	16,435	16,250	5,993	6,585
Flour, barrels.....	103,200	113,173	118,658	119,481

RECEIPTS AND SHIPMENTS AT MILWAUKEE.

The receipts and shipments of grain and hay at Milwaukee, Wis., during the month of June, as compared with the same period of the preceding year, were, according to Wm. J. Langson, secretary of the Chamber of Commerce, as follows:

Articles.	Receipts.		Shipments.	
	1897.	1896.	1897.	1896.
Wheat, bushels.....	697,850	600,240	87,413	183,223
Corn, bushels.....	165,100	371,150	18,200	33,150
Oats, bushels.....	1,217,000	1,997,600	1,134,801	1,926,800
Barley, bushels.....	647,200	601,680	150,878	237,022
Rye, bushels.....	56,695	92,200	277,201	83,200
Grass seed, pounds, tim.	112,695	172,680	72,700	275,700
Flaxseed, bushels.....	19,955	9,010	15,080	5,800
Hay, tons.....	1,659	2,448	293	1,482
Flour, barrels				

INSPECTED RECEIPTS AT CHICAGO.

According to the report of Chief Grain Inspector E. J. Noble, the grain received at Chicago during the month of June, 1897, was graded as follows:

WINTER WHEAT.

Railroad.	White.		Hard.		Red.		No G'de.				
	2	3	4	1	2	3	1	2	3	4	No G'de.
C., B. & Q.				1	2	3	6	6	6	6	2
C. R. I. & P.				1	3	2	1	11	2		
Chicago & Alton				1	1	1	1	2			
Illinois Central				1	1			1			1
Freeport Div., I. C.											
Galena Div., C. & N. W.				1	1						
Wis. Div., C. & N. W.						3	2	1			
Wabash							1	3	2		
C. & E. I.								2	1		
C., M. & St. P.	2				1		2	10			1
Wisconsin Central											
Chicago & Great West											
A., T. & S. Fe.								1	9		2
E., J. & E.											
Through and special	1				4		3	3	6		
Total each grade	2	1		3	13		16	29	39	8	
Total winter wheat	3	3		16							92

SPRING WHEAT.

Railroad.	Colo. rado.	Northern.	No Grade.			White.	Mixed Wheat.	2	3	2	3
			2	3	4						
C., B. & Q.						2					
C. R. I. & P.				4		7	2				
Chicago & Alton											
Illinois Central				2							
Freeport Div., I. C.			2	1							
Galena Div., C. & N. W.		20	19								
Wis. Div., C. & N. W.	6	3		2							1
Wabash											
C. & E. I.											
C., M. & St. P.	1	5	33		1					2	1
Wisconsin Central											
Chicago & Great West				2							
A., T. & S. Fe.											
E., J. & E.											
Through and special	3	65			46						
Total each grade	2	66	37	69	51				2	2	
Total spring wheat					226						

CORN.

Railroad.	Yellow.			White.			2	3	4	No Grade.	
	2	3	2	3	2	3					
C., B. & Q.	1,028	389	161	187	829	794	342				91
C. R. I. & P.	580	129	51	10	555	245	202				26
Chicago & Alton	786	56	202	30	596	52	55				1
Illinois Central	1,597	80	411	32	411	72	102				16
Freeport Div., I. C.	100	13	12	1	75	26	57				3
Galena Div., C. & N. W.	241	156	33	18	191	258	284				47
Wis. Div., C. & N. W.	3	3									
Wabash	160	43	69	13	56	14	21				1
C. & E. I.	170	25	112	5	71	7	30				4
C., M. & St. P.	115	72	86	7	558	118	174				17
Wisconsin Central											
Chicago & Great West	18	13	2		92	45	42				9
A., T. & S. Fe.	325	109	62	28	303	100	31				5
E., J. & E.	219	109	23	12	898	400	289				53
Through and special	82	3	13		34		3				2
Total each grade	5,494	1,200	1,237	343	4,669	2,131	1,632				275
Total corn											16,381

OATS AND RYE.

Railroad.	OATS.			RYE.			2	3	No Grade.	
	White.	2	3	Wt. C.*	No Grade.	2	3			
C., B. & Q.	83	405	69	90.0		3	27	17		1
C. R. I. & P.	26	255	3	9.0		1	6	17		1
Chicago & Alton	12	30	8	271		2				
Illinois Central	88	143	60	720		2	1	3		
Freeport Div., I. C.	38	73	7	33		1	2	1		
Galena Div., C. & N. W.	97	376	60	454		3	7	15		
Wis. Div., C. & N. W.	61	276		12						
Wabash	20	21	5	270	1	9	1	3		
C. & E. I.	6	15	4	164		4	2	2		
C., M. & St. P.	362	581	47	406		7	12	4		
Wisconsin Central	1	30		3						
Chicago & Great West	11	209	18	107		1	6	1		
A., T. & S. Fe.	17	48	7	330		2				
E., J. & E.	52	107	1	173		2	5			
Through and special	38	225	41			16	4			
Total each grade	912	2,569	514	4784	2	36	88	67	2	
Total oats and rye					8,817					157

* White Clipped.

BARLEY.

Railroad.	Buy Brewing	Chevalier	No Grade.					Total No. Cars all Gr'dn by Roads
3	3	2	3	4	5			

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CROP REPORTS

[Readers will confer a favor by sending us reports each month of the acreage and condition of growing crops, the amount of grain and hay in farmers' hands and stocks in store, for publication in this department.]

COLORADO. New Windsor, Weld Co., July 10.—Crops in this part of Colorado are looking fine. **WINDSOR MILLING CO.**

WISCONSIN. Grantsburg, Burnett Co., June 29.—All small grain is looking well, and there is promise of a large yield in this county.—**C. A. GREENE.**

KENTUCKY. Crittenden, Grant Co., June 30.—The finest crop of wheat we have had in years is being harvested here now. **R. L. COLLINS & CO.**

IOWA. Carbon, Adams Co., July 12.—There are good prospects for a large crop of spring wheat here. There is no winter wheat. **T. J. KNOTT & SON.**

INDIANA. Scottsburg, Scott Co., July 12.—New wheat is beginning to be marketed. It is of good quality, but is poorly cleaned by the thrasher. **GEO. N. GRUBER.**

MISSOURI. Holt, Clay Co., July 2.—The prospect for wheat here looks pretty slim just now. The wheat is cut and in the shock, but we are having lots of rain and I fear the grain will be damaged. **PETER MILLER.**

KENTUCKY. Arlington, Carlisle Co., July 12.—The acreage of wheat this year is 90 per cent. of an average, the yield 100 per cent. There is no wheat in farmers' hands. Thrashing is now under way. The grain is of fine quality. **HOLT BROS.**

TEXAS. Pilot Point, Denton Co., July 7.—We are right in it this year in Northern Texas. Our wheat is the best I have ever seen in ten years in this state. It tests 58 to 62 pounds per bushel, and yields from 20 to 30 bushels per acre. **E. B. KRONE.**

INDIANA. Farmland, Randolph Co., July 12.—There is very little wheat in farmers' hands. There will not be over 60 per cent. of an average crop of wheat, but the grain is of good quality. Farmers will begin to thresh the latter part of this week. **W. W. THORNBURG.**

KENTUCKY. Caseyville, Union Co., July 12.—The acreage of corn is above an average, and the crop is very promising. Wheat is fine. It is now being threshed, and yields 12 to 20 bushels per acre. It is falling below the expectations of the farmers. **J. F. HARTH & CO.**

MISSOURI. Craig, Holt Co., July 12.—Wheat is 40 per cent. of an average crop, oats 100 per cent., prospects for a corn crop of 75 per cent. There is no old wheat or oats in the county; about 30 per cent. of the old corn is in farmers' hands yet, but will not move at present prices. **F. S. BROWNFIELD.**

PENNSYLVANIA. Georgeville, Indiana Co., July 9.—We have the promise of the best wheat crop that we have had for three years. The farmers have just begun cutting, and if they have favorable weather for getting in the grain the quality will be No. 1. Corn and oats are poor for this time of the year. **FRANTZ BROS.**

OHIO. Marshallville, Wayne Co., July 10.—The prospects are for a good crop of wheat. Harvest has commenced. There is a good deal of cheat and cockle in some of the fields. Hay is very weedy. The prospects for corn are not very good. Oats will be short. There is considerable oats and corn on hand yet. **IRA GRABER.**

SOUTH DAKOTA. Salem, McCook Co., July 9.—We have just had an inch rainfall. The crops all look fine, and we are having fine wheat weather—cool and cloudy after the rain. All grains are heading out. Some barley will be harvested in about 10 days. Take it all in all this section of the country will have the biggest harvest in years. **S. H. CLOMAN.**

NEBRASKA. Cozad, Dawson Co., July 12.—Prospects never were better at this time of year for a large yield. In this part of the country we will have the biggest wheat crop we have ever had. There is a larger acreage than ever before. The prospect is good for a large corn crop. There is no old wheat to speak of in farmers' hands, but there is lots of corn. **ROBERTS BROS.**

WHEAT IN THE FARMERS' HANDS.—The following is the report of the Trade Bulletin, Chicago, of the supplies of wheat in farmers' hands July 1 (in bushels): New England, 30,000; New York, 710,000; New Jersey, 105,000; Pennsylvania, 1,710,000; Maryland, 680,000; Virginia, 150,000; West Virginia, 200,000; Kentucky, 200,000; Tennessee, 200,000; Texas, 30,000; Ohio, 2,020,000; Michigan, 1,225,000; Indiana, 1,120,000; Illinois, 1,175,000; Missouri, 1,065,000; Kansas, 1,200,000; Iowa, 1,200,000; Nebraska, 1,250,000; Wisconsin, 1,050,000; Minne-

sota, 4,800,000; North Dakota, 3,400,000; South Dakota, 2,500,000; Colorado, 150,000; Utah, 250,000; Montana, 80,000; Washington, 500,000; Idaho, 100,000; Oregon, 65,000; California, 1,200,000; other states, 800,000. Total 29,785,000 bushels, against 34,140,000 bushels in farmers' hands July 1, 1896.

ILLINOIS. Castleton, Stark Co., July 12.—We have about the usual acreage of both corn and oats here. The yield of corn will not be as large as last year, but oats promise better. With everything favorable from now on we should have an average crop of corn and oats. Oats are well out of the country, but the farmers have about one-third of their last year's corn. **A. J. SCOTT & CO.**

OHIO. El Dorado, Preble Co., July 12.—As near as I can ascertain there is no wheat left in farmers' hands, and there is none in elevators; it is well cleaned out. The new crop promises to be of good quality, but there will not be a very large yield, about 65 per cent. of an average. Thrashing will begin this week. Oats promise to be a good crop, but the acreage is not very large. Corn is a little late, but is growing finely at present; the acreage is large. **CHARLES SCHRELL.**

NEBRASKA. Crawford, Dawes Co., July 12.—This is not a first-class grain country; it is more of a stock country. The acreage of grain is small. The condition of rye is good, wheat and oats poor. The present prospect is that there will be about enough for home consumption. There is no grain in store or in farmers' hands. Hay is also very scarce, and will have to be shipped in, or the stock will have to be driven to the hay, as there is plenty in the sandhills. **J. W. ROWLAND.**

OHIO. Edeuton, Clermont Co., July 13.—I think there is not more than 10 per cent. of old wheat in farmers' hands, and very little more, if any, is held by speculators, as the new crop is harvested and almost ready for market. The new crop is above the average in yield. Several counties can count on an average yield of 10 bushels per acre. I have heard of none being thrashed that yielded under 10 bushels per acre, and it has been as high as 22 bushels per acre. Hay is pretty well cleared up. There is very little of the old crop in farmers' hands. The new crop is large, but the quality is a little off, a great deal being heavily mixed with clover. The acreage being large we have a little more than an average yield in our section. About 25 per cent. of the old corn is in farmers' hands, and not more than 20 per cent. in shippers' hands. The price has been run so low here that farmers sold only what they were compelled to sell. There is every prospect for a good crop. Potatoes look very bad; the tops are small and growing spindly. This is the general complaint. We will have about one-quarter of an apple crop, few pears, and no peaches. This is for the southern part of Ohio. **S. GUDGEN.**

MISSOURI.—The July report of the Missouri State Board of Agriculture gives the condition of rye at 80, beans 93, broom corn 83, barley 92, potatoes 88 and clover 87. **WHEAT.**—The acreage sown to wheat last fall was estimated at 1,360,000 acres, 31 per cent. of which was reported plowed up, leaving an area to be harvested of about 940,000 acres. The yield per acre is placed at ten bushels, or a total for the state of 9,400,000 bushels. In some localities the plant suffered but little and the yield will be fully up to the average, while in others not distant, the crops will scarcely pay for harvesting. Wheat condition for April was estimated at 65 per cent.; for May, 62; for June 53, and for July 1 at 64 per cent. of an average crop. The decline noted June 1 was occasioned by unusually cold weather for May, a want of precipitation in parts of the state, and the appearance of an innumerable quantity of chinch bugs in other localities. Higher temperature and the needed precipitation for June developed a vigorous growth on the eve of harvesting and sustained the estimates made in April and May. **OATS** suffered severely over a large area through May and June by reason of cold and from want of precipitation. Generally seeding was late and the ground in bad condition and the growth was retarded until the latter part of June. The plant is short, but under improved conditions is forming a good head, and where they can be harvested will make a fair yield. The general condition for the state, however, is not promising. **CORN** has improved two points during the month, and is now estimated at 86. There is a material difference in this crop, even in the same locality. Some fields promise more than an average, while adjacent lands will not make a fair crop under the most favorable circumstances. The ground was so dry that in many instances germination was a failure, and replanting of large areas was the result. Recent heavy rains on many level fields is scalding the corn, the plant is turning yellow, and no yield is promised on these fields unless conditions are speedily changed. **MEADOWS** have been reduced below the normal by prevailing conditions. The growth was very slow during May and first half of June, but recent rains have started an undergrowth that will add materially to the

yield when cutting can be delayed a sufficient time. The yield for the state, however, will be below the normal. **FLAX** is in good condition, being two points below last season, and 5 per cent. decrease in acreage. **TOBACCO**, condition is estimated at 85 and a decrease of 15 per cent. in acreage. **J. R. RIPPEY, Secretary.**

MICHIGAN. Lansing, July 8, 1897.—The average yield of wheat per acre in the state, as estimated July 1, is 12.36 bushels, in the southern counties 13.27 bushels, in the central 10.30 bushels, and in the northern 12.40 bushels. These estimates are based on nearly 1,100 reports, nearly 700 of which are from the southern counties, and 300 from the central counties. The estimate for the state is 8-100 of a bushel less, and for the southern counties 2.03 bushels more than the estimate of the 1896 crop made July 1 of that year. The Hessian fly is reported from various points, but it does not seem probable that material damage will be done the crop. The supervisors' returns of farm statistics, so far as footed, indicate practically the same acreage as harvested in 1896. Harvest will not be general even in the southern counties before the 15th. This is more than two weeks later than last year, when harvesting was begun in the extreme southern part of the state as early as June 16, and the cutting was about completed throughout the southern counties by July 4. The number of bushels of wheat reported marketed in June is 490,278, as compared with 349,863 reported marketed in June, 1896, and the amount marketed in the eleven months, August-June, is 9,465,582 bushels, as compared with 8,669,482 bushels in the same months last year. **CORN.**—The area planted to corn is estimated at 4 per cent. less in the state and 5 per cent. less in the southern counties than in average years. In condition the crop averages in the state, southern and northern counties 75, and in the central 76. **OATS.**—The average condition of oats is 88. **BEANS.**—The estimated area planted to beans is 72 per cent. of area in average years. The estimate one year ago was, for the state, 94. The acreage planted to potatoes is estimated at 18 per cent. less than in average years in the southern counties and the state, 19 less in the central and 16 less in the northern counties. The average condition of the crop is now 88. The average condition of meadows and pastures and of clover sowed this year is 99. The hay crop now being secured is one of the best in average per acre ever harvested in the state. **WASHINGTON GARDNER, Secretary of State.**

OHIO—The official report of the Ohio Department of Agriculture on the acreage and condition of crops July 1 represents the estimated condition or prospect, as figured from returns received from the regular township crop correspondents of the department, nearly every township in the state being represented in the returns: **WHEAT**—Condition compared with an average, 86 per cent.; area plowed up 2 per cent. **BAKLEY**—Condition compared with an average, 87 per cent. **RYE**—Area plowed up, 1 per cent. **OATS**—Condition compared with an average, 81 per cent. **CORN**—Area planted in 1896, 2,904,815 acres; area planted this year, compared with 1896, 96 per cent.; estimated area planted this year, 2,750,039 acres; condition compared with an average, 71 per cent.; damage by cut worms, 4 per cent.; damage by white grub worms, 5 per cent. **CLOVER**—Damage by white grub worms, 2 per cent.; product per acre, 1 1/4 tons; quality compared with an average, 92 per cent. **POTATOES**—Area planted in 1896, 137,162 acres; area planted this year compared with 1896, 92 per cent.; estimated area planted this year, 125,217 acres; condition compared with an average, 76 per cent. **TOBACCO**—Area compared with last year, 84 per cent. **THIMOTHY**—Condition compared with an average, 82 per cent. **WHEAT** ripened fast and is standing up well for the harvest. From the first of May on toward harvest, the wheat kept gradually improving in prospect until now, as the harvest is on, the prospect indicates only about 14 per cent. short of a fair average crop for the state. The distribution is fairly uniform throughout all sections of the state, except a few counties in the extreme northwest portion, where the prospect has been poor through the entire season, but even in these few poor counties, as indicated last month, there has been slight improvement since April and May, when it was thought from appearances that much of the wheat would come to naught. **CORN**—The present outlook for a big corn crop is not at all flattering. The month, however, has been very favorable for the growth of corn and many fields are showing quite well, but there is a vast amount that is very small for this season of the year, and that must have favorable weather to push it up. Corn was unusually late in being planted, owing to wet and cold weather during the plowing and planting seasons. A great deal that was put in rotted in the ground and had to be replanted. These conditions have made the crop very uneven over the state and will affect the final result to a greater or less degree. A crop to compare with last year's unusually big crop cannot be expected or hoped for, even under the most favorable conditions, besides the acreage is not nearly so large. The result in bushels will

certainly be several millions less than last year's production. The white grub worm is at work in the corn, which, coupled with other unfavorable prospects, is not encouraging. Some correspondents report that these worms have taken whole fields. The white grub is also working in some of the oats and damage to the crop will result from this source, but it may not be serious.

GOVERNMENT CROP REPORT.—Washington, D. C., July 10, 1897.—The July returns to the Statistician of the Department of Agriculture indicate the following average conditions: Corn, 82.9; winter wheat, 81.2; spring wheat, 91.2; combined spring and winter wheat, 84.9; oats, 87.5; winter rye, 95; spring rye, 90; barley, 88.5; tobacco, 78.5; Irish potatoes, 87.8. **CORN**—The report on the acreage of corn, which is preliminary, shows a decrease of 1.2 per cent as compared with that of last year. This represents a decrease of about 1,000,000 acres. Illinois, Missouri, Kansas, Nebraska, Texas and one or two less important corn producing states show an increased acreage, but this is more than offset by the shrinkage in Iowa, Indiana, Ohio, Kentucky, Tennessee and other states. The average condition of corn is only 82.9, or 9.5 points lower than in July of last year. The principal state averages are as follows: Ohio, 76; Michigan, 80; Indiana, 83; Illinois, 82; Iowa, 75; Missouri, 92; Kansas, 90; Nebraska, 82; Texas, 101; Tennessee, 90; Kentucky, 87. **WHEAT**—The condition of winter wheat, 81.2, is 2.7 points higher than last month, and 5.6 points higher than in July of last year. That of spring wheat, 91.2, is 1.6 points higher than last month, but 2.1 points lower than in July of last year. The average condition of spring and winter wheat combined, 84.9, is 1.5 points higher than that of the corresponding period last year. The percentage of the wheat crop of 1896 reported as on hand on July 1, 1897, is 5.46. **OATS**—The average condition of the oat crop, 87.5, compares very unfavorably with that of July, 1896, but is only a small fraction of 1 per cent. less than the average July condition for the last ten years. **RYE**—The average condition of winter rye, 95.0, is 11.2 points higher than in July of last year, but that of spring rye, 90.0, is 8.6 points lower than it was at that time. **BARLEY**—The condition of barley is improving, having advanced 1.1 points during the month and is now slightly better than at this time last year. The tobacco acreage shows a falling off of over 20 per cent. as compared with last year. There is a decrease in the acreage of Irish potatoes of 8.4, as compared with that of last year. This shrinkage is general. Nebraska being the only state with any considerable acreage devoted to this crop that shows an increase. The European agent of the Department reports that the weather during June was generally favorable to growing crops, except in Russia and parts of Germany and Italy, but the wheat crop will be below the average in Great Britain, France and Austria-Hungary. A consular report from Winnipeg, Manitoba, indicates good crops of wheat, oats and barley on an increased acreage in that province. **JOHN HYDE**, Acting Statistician.

KENTUCKY.—The report for July 1 is made up from replies received from 143 correspondents, representing 100 counties. Efforts to obtain a report on condition of the wheat crop in the principal winter wheat-growing states have been without avail, one state, Ohio, furnishing the report. In this state the condition is 86. **WHEAT**.—The wheat crop was harvested in good condition, although the weather was unfavorable for the work in some localities. In quality the crop ranks as one of the best grown in the state. The yield is generally satisfactory, and in many instances phenomenal. Where the soil was well prepared and good seed sown the results are very satisfactory. Where poor preparation of soil was made the sudden and severe freeze of November reduced the stand below the point where a heavy yield was possible. Some damage in shock by rain is reported from Christian and Marshall counties. Damage by hail is reported from Harrison County. The acreage harvested, as compared with 1896, is 96 per cent., showing that entire acreage seeded was harvested. The estimated yield averages 12 bushels per acre. In 1896 the estimated yield was 6½ bushels. **CORN**.—The corn crop, though still short of the usual growth at this period, has made material improvement during the month, and now presents a condition averaging 87, or an improvement of 5 points during June. A fair state of cultivation exists except in the counties of Henderson, Lawrence and Lewis, where the crop is reported as getting foul. Wire worms are reported doing damage to the crop in Ohio County. The most serious menace to the crop at present is damage from chinch bug. This pest has attacked the crop in Hopkins, Caldwell, Daviess and other counties in Western and Southwestern Kentucky, and, considering the backward state of the crop, the situation is somewhat precarious. **OATS**.—The condition of the oat crop July 1, as compared with an average year, is 80. On June 1 the condition was 82, and the falling off is attributed to the dry weather during the early part of June, which allowed the growth of weeds to overrun and interfere with the growth of the crop. Here, again, we have damage from chinch bug. The most serious

account from this source is from Anderson County. **TOBACCO**.—The condition of the tobacco crop continues to be discouraging, as a rule. The condition of the crop July 1, as compared with average years, is 68. On July 1 of last year the condition was 92. Acreage growing, as compared with acreage of 1896, is 63, which is within 1 per cent. of estimate on the prospective acreage made on June 1. **HEMP**.—The condition of the hemp, compared with average years, is 87, an improvement of 3 points during the month. On July 1 of last year the condition was 80. **MEADOWS**.—The number of acres of clover meadows cut, as compared with average years, is 82. The weather was, at the beginning of the harvest period, unfavorable for harvesting the crop, and a considerable portion was lost or damaged; but later the conditions were reversed, and the remainder of the crop was saved in good condition. Timothy meadows, the harvesting of which has not yet begun, show a condition of 83. The quality of the crop will not be up to the standard on account of containing weeds. **LUCAS MOORE**, Commissioner of Agriculture.

against 59,400 quarters; barley, 325,000, against 165,500 quarters.

OBITUARY

Orrin Blackmer, grain dealer of Newark, N. J., recently died.

John E. Bell, dealer in grain and hay at Cincinnati, Ohio, died recently.

Joseph Price, a prominent grain buyer of Fairmont, Nebr., died June 26 of heart failure.

Vincent Francis, a member of the firm of Oliver & Francis, grain dealers of Camp Point, Ill., died recently.

Geo. T. Ott, member of the firms of Ott Bros., grain dealers, and Casey & Ott, hardware dealers, Azusa, Cal., died recently.

John H. Cox, at one time a prominent grain dealer of Mansfield, Ohio, died recently at his home in that city, at the age of 76 years.

E. A. Lidel, grain commission merchant of Duluth, Minn., died June 15, aged 56. Mr. Lidel went to Duluth in 1871, and last May engaged in the grain commission business with his sons, Edward Jr. and Henry Lidel.

Alt Gerdes died suddenly at Peoria, Ill., July 2. Mr. Gerdes was born in Germany in 1836, and came to America in 1865. He had been in the grain commission business since 1872, the firm name being Gerdes & Co.

A. G. Tyng Sr., head of the grain commission firm of A. G. Tyng & Co., Peoria, Ill., died suddenly July 8. Mr. Tyng had resided in Peoria nearly half a century, most of which time he was engaged in the grain business.

Jas. S. Harvey, a pioneer elevator builder of Milwaukee, Wis., died in that city on June 7. Mr. Harvey went to Milwaukee in 1858, and was prominently connected with the construction of many of the first grain elevators erected in the city and throughout the Northwest. He had been an invalid for several years.

Henry Bunn, a former well-known grain man of Philadelphia, Pa., died June 19, aged 70 years. Mr. Bunn, who was of German descent, was born in the old district of Kensington, Nov. 26, 1828. He was educated in the public schools of Philadelphia, and when quite a young man engaged in business for himself and subsequently became a member of the firm of Bunn & Brother, grain dealers. He retired from active business about 15 years ago. Mr. Bunn took an active interest in politics, and held several positions of public trust.

George R. T. Ward, prominent member of the Chicago Board of Trade, and a member of the firm of Geddes, Kirkwood & Co., grain and provision commission merchants, died at his home in Kenwood, July 8. Mr. Ward was born in Liverpool, England, and was 48 years of age. He came to America about twenty-five years ago, and a few years later went into business in Chicago as a commission merchant. He remained in business for himself a few years, and then became associated with Alexander Geddes & Co., who represented English capital. Later he became connected with William Kirkwood & Co., and when these two firms were consolidated Mr. Ward became a member of the consolidated firm, and was the principal representative on the Board of Trade.

A. M. Kennedy, the well-known grain expert of Boston, Mass., died at his home in Watertown, June 20, at the age of about 54 years. He was thoroughly well known, and much respected in the grain trade of Boston. His career as a grain expert was begun in Chicago, where he was during several years connected with the grain inspection of the Chicago Board of Trade. From that position he went onto the grain inspection force of the state of Illinois, and from that service he went to Boston in 1880, and immediately became connected with the grain inspection department of the Commercial Exchange. Later he was appointed chief inspector of the Boston Chamber of Commerce, just formed from the union of the Commercial Exchange, and the Produce Exchange, and served in that capacity till failing health compelled him to resign, several months ago. He served in the war of the rebellion, enlisting as a musician while a boy in an Illinois regiment, and later serving as a private. He was much respected in the grain trade, his opinions always being looked upon as just and unbiased. He leaves a widow and six children.

John Wheelwright has been re-elected inspector of hay at the Grain and Cotton Exchange of Richmond, Va. The following committee on Hay has been appointed: W. J. Todd (chairman), W. U. Bass, S. T. Beveridge, S. R. Gates, and C. R. Tomlinson.

Items from Abroad

Argentine exported from January 1 to June 17, in quarters of 480 pounds: Wheat, 212,500 in 1897, 1,992,500 in 1896, 3,932,000 in 1895; corn, 452,000 in 1897, 992,000 in 1896, 364,000 in 1895.

The chief rye importing countries of Europe, and the amounts (in quarters of 480 pounds) imported from Aug. 1, 1896, to June 20, 1897, are as follows: Holland, 1,297,000; Germany, 1,058,000; Norway, 501,000; Spain, 165,000; Belgium, 109,000.

Italy imported during May 219,000 quarters of wheat (of 480 pounds each), against 463,000 quarters in May, 1896. In the ten months ending May the total net importation of wheat and flour was 1,520,000 quarters; compared with 3,260,000 quarters in the corresponding ten months last season.

Russia exported from Aug. 1, 1896, to June 18, 1897, compared with the same time of the previous season: Wheat, 20,716,000, against 21,531,000 quarters (of 480 pounds each); corn, 1,330,000, against 1,598,000 quarters (of 480 pounds each); barley, 8,303,000, against 9,192,000 quarters (of 400 pounds each).

Switzerland imported from Aug. 1, 1896, to May 1, 1897, compared with the same time of the previous season: Wheat, 1,333,500, against 1,100,000 quarters (of 480 pounds each); oats, 458,100, against 387,000 quarters (of 304 pounds each); barley, 52,000, against 48,700 quarters (of 400 pounds each); corn, 241,000, against 136,000 quarters (of 480 pounds each).

The German government proposes to establish granaries at important points of the empire; but before voting large sums it has been decided to encourage agricultural associations to erect these depots by putting at their disposal the sum of \$750,000. If the experiment is successful the grant will be increased. The purpose of the scheme is to enable agriculturalists to store their products under the best conditions for preservation, and at no greater loss than the payment of a small charge, to await a more favorable market.

The United Kingdom imported from Sept. 1, 1896, to May 31, 1897, compared with the same periods of the two preceding seasons (in hundredweights of 112 pounds): Wheat, 52,013,050 in 1896-7, 48,454,580 in 1895-6, 52,457,511 in 1894-5; corn, 46,775,300 in 1896-7, 33,655,720 in 1895-6, 18,889,705 in 1894-5; oats, 12,555,940 in 1896-7, 10,023,690 in 1895-6, 10,581,299 in 1894-5; barley, 17,745,740 in 1896-7, 17,621,410 in 1895-6, 20,001,340 in 1894-5; peas, 2,554,879 in 1896-7, 1,971,100 in 1895-6, 1,818,997 in 1894-5; beans, 2,217,670 in 1896-7, 2,606,970 in 1895-6, 3,250,552 in 1894-5.

It seems there is an unexpected effect of the German bourse law in that the grain men are implicitly obeying it. The dissolution of the temporary Produce Exchanges of Berlin, Stettin, Halle and other Prussian cities, under the pretext of their being contrary to the law, has caused much dissatisfaction among the speculators, and has also created a curious situation. No produce quotations are now published, and no market prices of cereals are given out anywhere. The Berlin Produce Exchange has appealed to the higher court, and until a definite decision is rendered things will continue as at present.

Belgium imported from Aug. 1, 1896, to May 31, 1897, compared with the same time of the previous season: Wheat, 4,167,500, against 4,894,000 quarters (of 480 pounds each); corn, \$1,589,000, against 1,271,000 quarters (of 480 pounds each); oats, 243,200, against 172,000 quarters (of 304 pounds each); rye, 213,200, against 172,000 quarters (of 480 pounds each); barley, 1,535,300, against 1,239,500 quarters (of 400 pounds each). Exports during the same periods were: Wheat, 965,000, against 1,436,500 quarters; corn, 609,750, against 421,300 quarters; oats, 7,280, against 11,700 quarters; rye, 140,200,

ELEVATOR AND GRAIN NEWS

An elevator is to be erected at Minto, Ind. T.

An elevator will soon be built at Sciota, Ill.

An elevator will be built at Waukomis, Okla.

Rutledge & Buck's elevator at Leroy, Ill., has been completed.

St. John Bros. are building an elevator at Lakefield, Minn.

L. Schurbert & Co. will build a grain elevator at Otis, Kans.

John Crumley is improving his grain elevator at Wilsman, Ill.

Coffman & Hirth are building an elevator at West Hayden, Ohio.

Reynolds & Co. are completing a new elevator at Catoosa, Ind. T.

Jas. M. Raney is erecting a large grain warehouse at Ashburn, Ga.

A new grain firm has engaged in business at Waynesville, Ill.

W. P. Davis has engaged in the grain business at Greenleaf, Kans.

J. W. Robertson & Co. have completed their elevator at Ogden, Ill.

Weideman & Mullett, millers of McClure, Ohio, are erecting an elevator.

Jordan Giles will erect a grain warehouse and elevator at Sturgis, Ky.

John Carlin is buying grain at Coleman & Eyler's elevator at Monett, Mo.

There is a movement on foot for the erection of an elevator at Leeds, Iowa.

E. J. Rose has again taken charge of Connor's elevator at Gretna, Nebr.

E. K. Rhoads is overhauling and remodeling his elevator at Bellefonte, Pa.

S. H. Seaman has completed his new 7,000-bushel elevator at Geneseo, Kans.

P. D. Smith of St. Edward, Nebr., will erect a large elevator at that place.

R. Stewart of Willow City, N. Dak., intends to build an elevator at Towner.

F. P. Brown, miller of Whitefield, N. H., is building a grain store at that place.

M. Pope has built a large addition to his grain warehouse at Elberton, Wash.

Maner Bros., dealers in feed, etc., at Canal Dover, Ohio, have sold their business.

James Tighe is having his elevator "B" at Wabash, N. H., remodeled and improved.

Peterson Bros.' elevator at Shindlar, S. Dak., is being overhauled and repaired.

John Butzer is building an elevator at Hillsdale, Ill., where he deals in grain, etc.

George Masters is building an elevator of 10,000 bushels' capacity at Perry, Okla.

Mr. Whallon of Aberdeen, S. Dak., contemplates rebuilding his elevator at Warner.

The Manitoba Elevator Co. is building a 25,000-bushel elevator at Burnside, Man.

The South Waterloo Grain Co. has erected a grain warehouse at South Waterloo, Me.

Bowen's new elevator and mill at Kemptville, Ont., are now in process of construction.

The Farmers' Elevator Co. of Mauterville, Minn., will erect a 15,000-bushel elevator.

David Grubb, grain dealer of Waldron, Ind., is building an elevator at that place.

Rabbeth & Dunlop are building a large granary near their mill at Clarksville, Tenn.

I. H. Feely, grain dealer of Farmington, Minn., will build an elevator at that place.

Chas. W. Dame has retired from the grain and grocery business at Rochester, N. Y.

B. F. Robertson has engaged in the grain, flour and feed business at Webb City, Mo.

O. D. Van Deboget of Stanton, Mich., is erecting an 8,000-bushel elevator at Six Lakes.

S. M. Barnes, grain dealer of Weston, Ill., has put in an electric motor to run his elevator.

W. P. Rempel is building a steel storage elevator at St. James, Minn., and one at Butterfield, Minn. The complete equipment of grain handling ma-

chinery for both elevators is being furnished by W. W. Stephens & Co.

The Kansas City Grain Co.'s new elevator at Hutchinson, Kans., is about completed.

Hillman Bros., dealers in grain and hay at Ware, Mass., are about to erect a storehouse.

E. L. Moor has succeeded the firm of Moor, Wood & Turner, grain dealers of Merced, Cal.

L. N. Loomis, grain dealer of Alpena, S. Dak., is negotiating for an elevator at Artesian.

W. V. Phelps & Co. of Enosburg Falls, Vt., are building a grain storehouse at that place.

Miller, Murphy & Co. are erecting a grain warehouse at their flouring mill at Panther, Ky.

Flanigan & Rohde, grain dealers of Bellflower, Ill., have established an office at Weedman.

E. Mathews, grain and hay dealer of Knightville, Me., has overhauled and improved his store.

Hagey & Moore have leased and are operating Finch Bros.' elevator at North Liberty, Ind.

Anderson & Sons have succeeded S. Blum & Co., dealers in grain and lumber at Martinez, Cal.

The firm of F. A. Langlois & Co., grain dealers of Montreal, Que., have dissolved partnership.

Andrews & Gage of Minneapolis, Minn., have leased the Farmers' Elevator at Garfield, Ind.

Hans Bram, an experienced grain man, contemplates erecting an elevator at Maynard, Minn.

A 10,000-bushel elevator is being erected as an adjunct to the flouring mill at Bethpage, Tenn.

A. W. Wilkinson has succeeded the firm of Wilkison & Atkinson, grain dealers of Alvieu, Tex.

The Wilson Bros. Co. has succeeded Wilson & Hamilton, dealers in grain, etc., at Boise, Idaho.

Jurr & Bormes, grain dealers of Frankfort, Ill., have purchased A. Gillet's elevator at Superior.

The Farmers' Elevator Co. has been incorporated at Hazleton, Ind., with a capital stock of \$4,000.

Chas. H. Fuhrmann has succeeded A. D. Boyd & Co., grain and feed dealers of Rapid City, S. Dak.

James Bell of David City, Nebr., will rebuild his elevator at Shelby, which was recently burned.

The Therstenberg Grain Co. has erected an elevator of 7,000 bushels' capacity at Geneseo, Kans.

E. E. Seedman & Co. of Randolph, Nebr., have bought Turner & Brenner's elevator at Hartington.

Johu A. Rupp, dealer in grain and flour at Oak Hall, Pa., assigned recently with liabilities of \$12,000.

The Interstate Elevator Co. is tearing down its elevator at Alcester, S. Dak., and will enlarge the plant.

J. H. Bovard, assignee of the Indian Rice Milling Co. of Kansas City, Mo., has been discharged by the court.

F. McMichael & Son, who own a line of elevators, will build one at Alpena, S. Dak., in the near future.

Bannister Bros., an old grain and flour firm of Clinton, Iowa, failed recently, with liabilities of \$20,000.

The old Empire Elevator at Renville, Minn., has been torn down to make way for a new one to be erected.

The citizens of Luckey, Ohio, talk of organizing a stock company for the purpose of building an elevator.

W. H. Lewis has leased the Adams Elevator at Chapin, Iowa, where he has engaged in the grain business.

E. W. Clark is repairing his elevator at Delana, Ill., and getting ready for a rush of business on the new crop.

Brackenridge & Gougar have purchased the new elevator at Glen Hall, Ind., which has just been completed.

A 20,000-bushel elevator is to be erected at Russell, Kans. It will be operated by a 15-horse power gasoline engine.

The A. C. Milling Co. is erecting an elevator at Newkirk, Okla., which will have a capacity of 22,000 bushels.

S. S. Coulter is about to erect a 20,000-bushel elevator at Virden, Man., where he will engage in the grain business.

A farmers' elevator is to be erected at Deunison, Mich., which will have a capacity of 17,000 bushels, and cost \$3,000.

L. Lamoreaux, who has been manager of the Wabash Elevator at Gilman, Ill., for many years, has resigned his position preparatory to engaging in the grain business for himself. He is erecting an

elevator at Gilman, which will probably be completed in August, that will be up to date in every respect.

A. B. Cohee & Co.'s new elevator at Bringhurst, Ind., is completed, and the firm may erect another house at Cutler.

Frank Todt, who recently sold his elevator at Raymond, Ill., has started in the grain business at Hackney, Kans.

R. C. McCormick & Co. are building an elevator at Oklahoma City, Okla., which will have a capacity of 20,000 bushels.

The Missouri Pacific R. R. Co. has let the contract to W. H. Mapes for the erection of its elevator at Coffeyville, Kans.

The wholesale seed firm of G. R. Holloway & Co. of Dallas, Tex., the oldest and largest in Northern Texas, has failed.

W. R. West has overhauled and repaired his elevator at Minneapolis, Kans., preparatory to handling the new crop.

R. O. Pennewell, grain dealer of Delrey, Ill., has bought H. R. Danforth's grain and other business at Washington, Ill.

G. A. Sauer, grain dealer of Rutland, Ill., has improved the dump at his elevator, and has given it a more gradual slope.

Fulton & Sons, grain dealers of Stewartstown, Pa., are making extensive repairs to their grain warehouse at that place.

P. A. Axen, dealer in grain, lumber, etc., at Galt, Iowa, will remodel his elevator and put in a new gasoline engine, etc.

The H. C. Hills Co., dealer in grain, hay and feed at Seattle, Wash., is now occupying new and larger quarters in that city.

Crossman & Jones have completed new elevators at Fulda and Lime Creek, Minn., where they carry on the grain business.

C. W. Russell has leased the elevator formerly operated by the Farmers' Coöperative Shipping Co. at Stewartville, Minn.

The Texas Grain Co. has let the contract for the erection of an elevator at Arkansas City, Kans., which will cost \$3,500.

D. H. Martin, receiver of the Capital Elevator at Topeka, Kans., has applied to the court for permission to sell the property.

Samuel J. Horton is erecting a brick building at Far Rockaway, N. Y., part of which he will occupy as a grain, hay and feed store.

A. W. Fallgatter has sold his elevator at Parker, S. Dak., and those at five other points. Mr. Fallgatter will locate elsewhere.

White & Baum, grain dealers of Snyder, Ind., have built an addition to their elevator, and have added a shed for two more dumps.

Paine Bros., grain and feed dealers of Milwaukee, Wis., have opened a branch office at Minneapolis. D. C. Moak has taken charge.

Williams Bros. have let the contract for the erection of an elevator at Hartley, Iowa, which is now in course of construction.

William Conner has completed his new elevator at Ohio, Ill., and is buying grain in connection with his lumber and coal business.

J. M. Anderson & Co., general merchants of Pioneer, Iowa, have established a grain office at that place, and will buy grain.

The Barnett & Record Co. of Minneapolis has secured the contract for the erection of Mooers & Co.'s new elevator at Kingston, Ont.

Snell & Walker's elevator at Radford, Ill., which was destroyed by fire a short time ago, is being rebuilt. It will cost about \$4,000.

C. A. Burks of Bement, Ill., and S. Stackhouse of Milmine, have purchased the Shellabarger Elevator at Milmine, and taken possession.

H. M. Walters has purchased the elevator and grain business of Mitchell & Bossard at Ida Grove, Iowa, and took possession July 1.

The firm of E. Crosby & Co., grain and flour dealers of Brattleboro, Vt., has been dissolved, E. C. Crosby retiring from the business.

R. A. Mueller & Co., grain dealers of Champaign, Ill., have opened a branch office at Sibley, where E. Clayhurg is buying grain for them.

The Reliance Milling Co. has completed the erection of a 30,000-bushel elevator at Murphysboro, Ill., on the steel storage tank system.

The Indianapolis Elevator Co. of Indianapolis, Ind., is completing the erection of two steel storage tanks as an addition to its 350,000-bushel elevator. Each tank has a capacity of 50,000 bushels. Pipes lead from the bottom of the tanks to a drag belt

which carries the grain into the old elevators. The steel tanks have an advantage because of the comparatively low cost of insurance.

The Farmers' Elevator Co. of St. James, Minn., has filed an amendment to its articles of incorporation increasing its debt limit to \$5,000.

The firm of Samuels & Cartwright, dealers in grain and hay at Nashville, Tenn., has been dissolved, both members discontinuing business.

The Rogers Milling Co. of Rogers, Ark., is building an elevator at Wentworth, Mo., where it will buy and store wheat for use at its mill.

E. A. Brown, grain dealer of Ashcreek, Minn., has torn down his two elevators at that place, and is rebuilding one elevator on the site.

William Lehnfeldt has leased A. V. Schallern's grain warehouse at New Salem, N. Dak., and has engaged in the grain and lumber business.

E. V. Bacou's elevator at Twenty-ninth Street and Garfield Avenue, Minneapolis, Minn., is being overhauled and repaired at a cost of \$5,000.

Thomas Sampson has leased Farnham & Allen's elevator at Rio, Wis., which had been closed for two years, and has engaged in buying grain.

J. R. Mosely has completed the erection of his elevator at Frankford, Mo., where he will deal in grain in connection with his lumber business.

Pierson D. Smith will erect a 15,000-bushel elevator at St. Edwards, Nebr., the contract for which has been let to Seeley, Son & Co. of Fremont.

The Empire Elevator Co. of Minneapolis, Minn., has put a new gasoline engine in its elevator at Aberdeen, S. Dak., throwing out its steam engine.

Semler Bros. have bought the Whitford grain warehouse at Oxford, Ohio, and are remodeling it to an elevator. They will deal in grain, flour and feed.

Heinzman & Co., grain dealers of Metamora, Ill., are about to erect a 50,000-bushel elevator at that place to take the place of the one burned recently.

It is reported that C. E. Burns, grain dealer of Howell, Mich., is about to build an elevator at Whitmore Lake, where he will buy grain and beans.

A. Stout of Wenona, Ill., is remodeling his elevator at Garfield, Ill.; and has purchased a full line of grain handling machinery of W. W. Stephens & Co.

William Crandall is remodeling his elevator at Panama, Iowa, purchasing a complete equipment of grain elevator machinery from W. W. Stephens & Co.

The Chillicothe Grain Co. has been incorporated at Chillicothe, Tex., by R. M. Swearingen, R. H. Kirby and E. B. Robinson. The capital stock is \$500.

H. Keeney & Son of Renwick, Iowa, is making a number of improvements in his grain elevator and adding new machinery furnished by W. W. Stephens & Co.

W. H. Council of La Grange, Ill., has taken charge of the elevator and grain business formerly belonging to Wesley Council, his father, who died recently.

C. P. Allston has been elected president of the Georgetown Rice Milling Co., Georgetown, S. C. The company recently declared a 3 per cent. dividend.

C. W. Savage, dealer in grain and farm implements at Virginia, Ill., is erecting an elevator at that place. It will have a capacity of about 15,000 bushels.

Syl. Dixon of Argonia, Kans., and N. J. Probst of Conway, have formed a partnership to engage in the grain business, with headquarters at Conway Springs.

Charles White, formerly of Geueva, Ind., has purchased a grain and feed store in Alexandria, Ind., to which place he has removed to carry on the business.

J. M. Dunlap, grain dealer of Franklin, Ind., has purchased the elevator at Trafalgar operated by J. H. Deshlar. Clyde Dunlap has taken charge of the house.

Webber & Kleitzin of St. Paul, Minn., have leased the elevator at Farmington formerly operated by Geraghty & Feely. The latter's lease expires August 25.

F. W. Gilbert, grain dealer of Chrisman, Ill., has sold his elevator at that place to Mr. Russell, and has removed to Clay City, Ind., where he has purchased an elevator, and where he will continue in the grain business.

Thomas Gannt, superintendent of the American Glucose Co.'s works at Peoria, Ill., announces that work on the company's 500,000-bushel tank elevator at Peoria is about to be commenced. The elevator will consist of a series of five steel tanks. These

will be 52 feet in diameter and 60 feet in height, and will have a capacity of 100,000 bushels each of shelled corn.

The contract for the erection of the L. & N. R. R. Co.'s new elevator at Pensacola, Fla., has been let to Cook & Lary of Montgomery, and work is now under way.

J. M. Trostle, grain and stock dealer of Oregon, Ill., failed recently on account of speculating in wheat, it is said. It is reported that all indebtedness will be paid.

L. T. Hutchins & Co., grain dealers of Sheldon, Ill., are building an addition to their elevator at Milford, which was necessitated by their increasing business at that point.

C. M. Goff, formerly of Imlay City, Mich., writes us that he has leased C. L. Ames' elevator at Francesville, Ind., where he has engaged in the grain business.

The contract for the 100,000-bushel addition to the Missouri Pacific Elevator at Coffeyville, Kans., has been let to Seeley, Son & Co., elevator builders of Fremont, Nebr.

The Rockford Sugar Refining Co. of Rockford, Ill., has completed extensive improvements to its plant, and is now buying corn again and grinding 9,000 bushels daily.

C. H. Leas has organized the Leas Grain Co. at Keokuk, Iowa, and is continuing the grain business of the Hambleton Milling Co., of which he was formerly a member.

The Wheeling Milling Co. of Granite Falls, Minn., has bought the old Empire Elevator, which the company is repairing and improving preparatory to receiving new wheat.

The Minnesota Millers' Association has been organized at Minneapolis with a capital stock of \$100,000, to build and equip elevators, starch factories, etc., for farmers.

The cellulose company of Peoria, Ill., are arranging to go into business of feeding cattle on a large scale, the feed being the refuse left after the corn pith has been extracted.

Orville Lee, grain dealer of Sac City, Iowa, will build a new elevator at that place to take the place of his old one. There will be 15 bins, with a total capacity of 40,000 bushels.

J. W. Melvin has purchased F. P. Miller's interest in the elevator at Chetopa, Kans., the firm of Melvin, Miller & Co. being dissolved. Mr. Melvin will continue the business alone.

Frank Schumacher and John Suhr have formed a partnership to engage in the grain business at Eureka, S. Dak., where they have purchased William Robb's grain warehouse.

The Goldecamp Milling Co. will build an elevator near its mill at Ironton, Ohio, which will have a capacity of 36,000 bushels. The elevator will be covered with corrugated iron.

F. H. Ebeling, seed dealer of Syracuse, N. Y., has purchased the seed business of Oscar H. Will & Co. of Fayetteville, which he will move to Syracuse and consolidate with his own business.

J. C. Walton has taken an interest in the grain and produce business of C. E. Burns at Howell, Mich., and the business will be continued under the name of C. E. Burns, as heretofore.

The grain firm of Heistaud & Warner have leased E. P. Atchison's warehouse and elevator at Garfield, Ind., and will operate in Garfield this season. Mr. Atchison will be retained as manager.

The Hubbard Milling Co. has been incorporated at Chicago, Ill., to deal in grain and feed. The capital stock is \$25,000. The incorporators are Geo. B. Carp, John S. Stephan and Lettie A. Dowus.

The Easton Farmers' Grain Company has been incorporated at Easton, Ill., with a capital stock of \$4,000. The incorporators are John D. Vanelieu, George Schussie and Alexander Lucas.

The manager of the Northern Grain Co. of Chicago says that in all probability the company will not rebuild its elevator and mill at Ashland, Wis., which was destroyed by fire a short time ago.

W. D. Judd, the elevator man of St. Louis, Mo., has purchased the Capital Elevator at Topeka, Kans., which he will operate. The elevator has been in the hands of a receiver for over a year.

At a meeting of the directors of the Southern Illinois Mill and Elevator Co. at Murphysboro, Ill., July 1, Philip Eisenmayer was elected president, Joseph Van Cloostere secretary, and John Ismert manager.

Wyan Nelson, of the Nelson Grain Co., and J. M. Patterson, of the Keystone Implement Co., are building a grain and feed warehouse in the West Bottoms, Kansas City, Kans., which will be 65x120 feet. They will handle grain, mill products, etc., with the latest improved machinery. The storage

capacity for grain will be 50,000 bushels, and there will be fully three times this floor space for bran, chop, oil meal and such articles as do not require bin room.

Farmers in the vicinity of Crescent City, Ill., Mr. McDougall of Dauforth among them, are said to be about to erect an elevator on the T. P. & W. R. R. track between Gilman and Crescent City.

Edwin Mezgar & Co., grain dealers of Dwight, Ill., are reported to be doing a large business. They recently acquired an elevator at Blackstone, and intend to extend their business still further.

Camp Bros. & Co., dealers in grain, hay, flour, etc., at Atlanta, Ga., have leased new quarters at that place and are doing a large business. They were burned out at their old quarters recently.

The Southern R. R. is enlarging its terminal facilities at Monroe, Greenville and Pinners Point, Ga., in order to accommodate a heavy increase in grain business. It is said that \$250,000 will be expended in the work.

The Middle Division Elevator Co. of Chicago is making needed improvements to its plant at Cornell, Ill., and will put in a gasoline engine for furnishing power. F. O. Evers is the company's representative at that place.

The Argentine Elevator Co. has been incorporated at Argentine, Kans., with a capital stock of \$20,000. The share holders are: H. P. Perine, 99 shares; W. H. Perine, 99 shares; M. E. Perine, one share, and M. E. McKeen, one share.

Watson & Trost, grain dealers of Grand Rapids, Mich., have purchased the elevator of Beach, Cook & Co., dealers in grain, seeds, etc., at that place. They will overhaul and improve the plant and put in a Graham flouring mill.

D. E. Thomas, grain dealer of Vollmer, Idaho, and Mr. Spicer have formed a partnership and engaged in the grain business. They have leased the farmers' grain warehouse in Juliaetta, and W. S. Adams' business at Kendrick.

The Farmers' Elevator Association has been organized at Morris, Ill., to erect an elevator and buy grain. Thos. McCannery was elected president. The capital stock is \$2,500, and the affair is already pronounced "a grand success."

The Middle Division Elevator Co. of Chicago is erecting an elevator at Heyworth, Ill., which will have a capacity of 65,000 bushels. It will be completed July 25, when J. C. Gault will take charge of it for the Middle Division Co.

Seeley, Son & Co., elevator architects and builders of Fremont, Nebr., have completed a 15,000-bushel grain elevator for James Bell at Shelby, Nebr., and are making plans for the rebuilding of his house which burned at David City.

The J. S. Perkins Co. has been organized at Saco, Me., for the purpose of dealing in grain, hay and straw, with a capital stock of \$8,000. The officers are president, Geo. W. Eddy of Newton, Mass., treasurer, J. S. Perkins of Chelsea.

Smith Bros. of Circleville, Ohio, have bought Deyo & Alkire's elevator and grain business at Palestine, Ohio, and after overhauling and repairing the elevator will engage in the grain business. William Smith will have charge of the elevator.

The Electric Elevator Co. of Buffalo, N. Y., will install 10 motors in its new elevator, and the Catawact Power Co. of Niagara Falls will supply the power to operate the elevator. The Export Elevator, which is completed, will also be operated by electricity.

The office of George Shorey, grain and flour dealers of Lyndonville, Vt., was entered by a thief July 6, during the momentary absence of the proprietor. A number of checks and \$400 in money was stolen. The thief was arrested, and part of the money recovered.

Robert Kennedy, who owns the property opposite the site of the burned Union elevator at Peoria, Ill., will demand recompence for damages that may be done to his property by rebuilding the elevator. He says the property was practically confiscated and unsalable while the old elevator was doing business.

F. O. Diver & Co. of Middletown, Ohio, write us that they have a 30,000-bushel elevator under construction which will be ready for business by the middle of July. F. O. Diver & Co. (we had it C. O. Diver & Co. last month, which was erroneous), have a large feed and hay trade besides their grain business, and also deal in flour, seeds and salt.

The Ferrin Bros. Co., dealer in farm produce at Detroit, Mich., has taken possession of R. C. Jones' grain and bean elevator at Charlotte, which the company leased some time ago. The bean elevator has been especially fitted to meet the company's requirements, and the system enables it to handle large quantities. The beans are emptied into a large pit, and from there are conveyed by elevators and carriers through the picking room, and are returned to

within a few feet of where they started. It is said to be one of the best houses in Michigan. The grain elevator has been repaired, and the Detroit company will buy grain also. Power is supplied by a new 10-horse power gas engine.

Mooers & Co., who intend to build an elevator at Kingston, Ont., offer to increase the size of their prospective 500,000-bushel elevator to one of 1,000,000 bushels' capacity for a bonus of \$10,000. The Board of Trade has been ordered to consider the matter.

The well-known firm of Albert Dickinson Co., the extensive dealer in all kinds of seed, announces that it will remove from its present location at the corner of Clark and Sixteenth streets, Chicago, to the Chicago Dock Co.'s building, about the first of August.

The Armour Packing Co. intends to erect the largest grain and hay warehouse in either of the Kansas Cities. It will be erected at First and Wood streets, Kansas City, Kans., and will be 200x240 feet in size. The building will be leased to a Kansas City grain and hay firm.

E. F. Simon of Altura, Minn., writes us that the firm of Wm. Simon & Co., dealers in grain and seeds at that place, has been dissolved, Wm. Simon having sold his interest in the business to Jilins Hans. The name of the new firm is J. Hans & Co., consisting of Mr. Hans and E. F. Simon.

Residents in the vicinity of the Marshall Elevator, at Chicago, which was recently burned, are opposing the issue of a permit to rebuild the house. The claim is made that the elevator has greatly depreciated property in the neighborhood, many houses being tenantless owing to the chaff nuisance.

H. M. Hastings intends to engage in the grain business at Cooksville, Ill. It is said he is having a grain dump built, which, unlike other dumps, is not connected with any elevator. It is out of doors, so can be used only in dry weather. A spout connects the grain hopper with cars on a sidetrack.

The City Council of Kingston, Ont., has been requested by the Board of Trade to offer a bonus to the Montreal Transportation Co. to build and operate a 500,000-bushel elevator at that place. The Transportation Co. has been negotiating for the purpose of purchasing the elevator at Ogdensburg, and removing its business to that place.

Rush & Co.'s new elevator at Farmer City, Ill., which takes the place of the one recently destroyed by fire, is about completed. Later an annex will be built, giving the plant a capacity of 30,000 bushels. W. G. Lindsey, who was formerly agent of the company at Farmer City, has taken an interest in the firm's business at that point.

The Pratt-Baxter Grain Co., dealers in grain and hay at Taylorville, Ill., has purchased Frank Todt's elevator at Raymond, where the company will engage in the grain business, represented by Jas. A. Bradley. The company's headquarters are at Taylorville, and it operates elevators at Stonington, Willeys, Morrisville and Clarksdale.

The third association of Manitoba elevator men to own and operate elevators and handle grain has been incorporated at Winnipeg. It is called the Dominion Elevator Co., and the incorporators are R. P. Robbin, George Leary, D. G. McBean, Archibald McBean, Joseph Harris, Robert Muir, W. W. McMillan, Frederick Phillips, S. A. McGraw and H. S. Patterson.

W. E. Hurd, of the firm of Owen Hurd & Sons, dealers in grain, hay, flour, etc., at Walton, Ind., writes us that he has leased the Johnson Warehouse at Logansport, Ind., and will continue the grain business run by the Johnsons for 30 years. He will add to the business baled hay and straw, and engage in the retail feed trade. Mahlon Conover, "the old reliable," will be in charge.

The Farmers' Elevator of Winnebago City has closed, and will probably not reopen. The liabilities of the company above assets are estimated at \$5,000. The company was reorganized a year ago, the warehouse was converted into an elevator, and the plant in every way put in good condition. It was supposed to be a thriving institution, and has been of great profit to farmers in keeping up prices of produce. The sudden revelation of the condition of the finances of the company has come as a great surprise.—Globe, St. Paul, Minn.

The Burlington Elevator Co. has been incorporated at Peoria, Ill., with a capital stock of \$65,000. The stockholders are T. A. Grier & Co., Walter Barker, Warren Buckley, F. T. Corning, P. B. & C. C. Miles, Jacob Wachheimer, Lake Erie & Western Railroad, and Chicago, Burlington & Quincy Railroad. This company will build the elevator which is to take the place of the Union Elevator destroyed by fire recently. The new elevator will be called the Burlington. Its storage capacity will be 500,000 bushels, while the capacity for handling cars in and out per day will be double that of the

Union. Plans for the house are being drawn by John S. Metcalf & Co. of Chicago, and the contract for its construction will be let very soon. It will be completed in three months, about the same time as the new Iowa Elevator.

F. H. Peavey of Minneapolis said recently: "We contemplate the construction of another elevator in Superior (Wis.) this year, but it has not been definitely decided on. If built, it will probably be of steel, as that seems to be the material for grain elevators, owing to the saving of insurance as much as anything. The new elevator, if we should decide to build it, will probably be erected in connection with the Globe system."

One of the largest grain firms on the Pacific Coast is that of Lilly, Bogardus & Co., who began business at Seattle, Wash., in 1889. The firm is composed of enterprising business men, who, from a small beginning eight years ago, have built up a large business. They now have large grain and hay warehouses at different points, have a feed mill of 25 tons' capacity per day, represent several flouring mills, and own and operate two steamships.

As indicating a coming contest between Eastern and Gulf ports for grain traffic a paper of Wichita, Kans., says: A small army of grain buyers for Eastern and Southern firms have invaded the city and established headquarters. There will at the least calculation be double the amount of grain business transacted than there was last year. The Sedgwick Block, the largest office building here, has literally been given to the occupancy of the grain men.

C. L. Douglass of Marseilles, Ill., formerly of the firm of Douglass & Armstrong, grain dealers, is erecting an elevator at Marseilles, and will again engage in the grain business. He has bought an engine and elevator machinery from The E. H. Pease Mfg. Co. of Racine, Wis. Henry Schroeder and John Juech, both of whom were with the old firm of Douglass & Armstrong, are to be employed by Mr. Douglass. Mr. Douglass will not store grain, but will ship grain direct for the farmer when the latter desires. That is, upon notification, he will furnish cars into which the farmer may shovel the grain, and Mr. Douglass will ship it, giving the farmer all the profit accruing and charging only \$1 a car for his services.

At a meeting of the Board of Directors of the Terminal Elevator Company of Mobile, Ala., held June 30, Colonel E. L. Russell tendered his resignation as president, and Mr. John R. Michael tendered his resignation as secretary. To fill the vacancies caused by these resignations the Board elected Colonel D. E. Hunger, president, and Mr. R. V. Taylor, secretary. C. W. Stanton, one of the owners of Elevator "A," sold his interest to W. B. Duncan. A new Board of Directors was elected for the elevator company as follows: E. L. Russell, Henry Tacon, Safford Berney, R. V. Taylor and J. E. Michael, the latter of the old Board. The elevator is said to be making money, and it will continue in operation. The capital stock of the elevator company is \$30,000, and Mr. Duncan, of the Mobile & Ohio R. R., now controls the major portion.

The contract for rebuilding the burned Iowa Elevator at Peoria, Ill., has been let to J. L. Record. The new Iowa will occupy the site of the old one, which burned some months ago. It will take up more ground space, and be considerably taller, however. The cost will be \$90,000, the storage capacity 600,000 bushels, and a transfer capacity of about 360 cars per day. The transfer capacity will be nearly three times that of the old building. It will be controlled by a stock company known as the Iowa Elevator Co., with W. H. Bartlett of Chicago, president, and B. Warren Jr. of Peoria, secretary and general manager. The bulk of the stock is held by the Bartletts and Mr. Warren. All the latest improved devices for the handling of grain will be embodied in the new Iowa Elevator. It will be completed in 90 days from the date of commencing work, about October 1.

OUR CALLERS

We have received calls from the following gentlemen prominently connected with the grain and elevator interests, during the month:

- P. Whalen, Cabery, Ill.
- M. F. Riley, Reddick, Ill.
- J. M. Magnire, Wilson, Ill.
- J. Silas Leas, of the Barnard & Leas Mfg. Co., Moline, Ill.
- B. F. Ryer, secretary Huntley Mfg. Co., Silver Creek, N. Y.
- W. A. Nordyke, representing The J. B. Allfree Mfg. Co., Indianapolis, Ind.
- W. E. Sherer, Minneapolis, Minn., representing The S. Howes Co., Silver Creek, N. Y.
- J. N. Heater, Kansas City, Mo., representing The S. Howes Co., Silver Creek, N. Y.
- A. F. Shuler, Minneapolis, Minn., representing Huntley Mfg. Co., Silver Creek, N. Y.

PRESS & COMMENT

COST OF TRANSFER AT BUFFALO.

It is stated that the transhipment of grain arriving at Buffalo by lake during the season of 1896 involved an expense of about two and one-half million dollars; a considerable, and possibly prohibitory, tax in the use of the water route between the West and the Eastern seaboard. To what extent this tax can be reduced is a problem, but it is doubtful if the midway transhipment of grain will not constitute an embargo sufficient to make water transportation of grain, when added to other disadvantages, a losing venture as against the all-rail routes.—Railway Review.

CHEAP CORN AND PROSPERITY.

The cry has been sent up so persistently by certain pessimists that there can be no prosperity for the farmer so long as corn is selling at 15 to 20 cents per bushel on the farm, that it has come to be believed by a large class of interested, but unthinking persons. The fact is overlooked that a large proportion of the tremendous corn crop raised last year has netted the judicious farmer a great deal more than 15 or 20 cents a bushel, because he has fed it to stock and has in that way sold it to the best possible advantage. Each carload of stock has consumed a great deal more than a carload of corn. The amount of corn marketed in cattle and hogs is, in fact, about three times as large as that sold on the grain markets.—Corn Belt.

CLEAN THE NEW GRAIN.

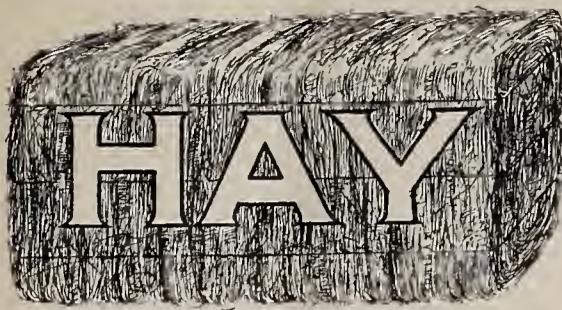
With the opening of a new grain season there is more or less difficulty developed in the disposal of consignments. Buyers scrutinize sample offerings very carefully, and on slight pretences insist on very reasonable prices. While commission merchants generally are very anxious to obtain best prices possible for their customers, they are sometimes hampered by obstacles, which might in a measure be avoided. Interior shippers would in many instances greatly enhance the value of their consignments if more attention was given to properly cleaning their grain. They might as well have the benefit of good prices for a properly cleaned article as to be compelled to accept a low price for an inferior article, in the latter case probably purchased by parties who properly clean it, and resell it at a good profit.—Trade Bulletin.

WON'T CONTRACT OATS.

Grain dealers are rapidly doing away with the custom of contracting new oats a month or more before they have been harvested. It has been done for a number of years. Contracting has commenced about the first of July, the oats to be delivered at a specified time at so much per bushel. A grain dealer speaking of this method of doing business said recently that it had proved a failure, and was not satisfactory either to the farmer or the buyer. In many respects it is pure speculation. If the price went up by the time of delivery the farmers were dissatisfied, and many of them would suddenly find their crop very short. If the price went down the buyer was caught, and would have to lose or hold the grain for a possible rise later on. He was of the opinion that for the best interests of all parties concerned it is just as well that the grain remain in the growers' hands as the buyers', if it has to remain anywhere. He said that he believed there would be very few oats contracted under the old system this summer, as most of the grain men he knew are opposed to it.—Pantagraph, Bloomington, Ill.

THE FARMERS DO IT, TOO.

We find in the McIntosh Times an account of the annual meeting of the officers and stockholders of the Farmers' Elevator Company of Sletten, and we find in it, aside from the interesting fact of the financial success of this venture of farmers to escape the hungry maw of the "elevator combine," other matter that confirms an impression we have long held suppressed that farmers are just as human as other folk whom sundry editors and ambitious politicians would have them believe are their oppressors and robbers. The thought that comes to us as we read this excellent showing is that our Sletten farmer company is congratulating itself on having done precisely what it is the fashion of their especial guardians of the press and stump to denounce with all their lurid eloquence when done by others. We fear that our farmer friends at Sletten have not departed from the methods pursued by others who have been accused of "robbing the farmer" by "watering their stock;" that is, by capitalizing their property on the basis of its present or prospective earning capacity instead of on the actual cash investment.—Globe, St. Paul, Minn.



Shippers should see that hay is properly assorted. It will save them money.

J. N. Pierce, a hay dealer and farmer of Sharon, Ohio, assigned recently, with liabilities of \$6,650 and assets of \$6,500.

It is well not to do things by halves. For instance, good hay well baled should have a tag giving the exact weight of the bale.

Returns from 47 counties of Kansas show a large increase in the alfalfa acreage. The net increase over last year is 14,071 acres.

The Secretary of State of Michigan, in his crop report for July, says that the hay crop is one of the best in average per acre ever harvested in the state.

The firm of Wade & Zerwekh, dealers in hay, etc., at Seattle, Wash., has been dissolved. D. Zerwekh is continuing the business in his own name, Mr. Wade retiring.

A car of new prairie hay was received at Chicago June 12 from Indiana. It was of fair quality, and sold at \$8 on track. Last year the first car was received from Kansas on June 12.

The commission merchant is not always to blame if the returns on a consignment of hay are not satisfactory. The shipper should find out what the trouble is, and remedy it if he can.

The shipper who gets in a hurry and buys mixed hay on the farmer's claim that it is No. 1, is worse than the man who buys his pigs in a poke. The former knows better, while the latter doesn't.

The Ohio State Board of Agriculture says in its crop report for July: "But few meadows are free from weeds. Clean timothy hay will be the exception rather than the rule for the present crop."

J. A. Brubaker & Co. of Kansas City, Mo., received the first car of new timothy and clover mixed June 9. It was shipped by J. H. Cosgrove from Olathe, Kans. The hay was warm and had to be aired before it was sold.

The tariff on hay will probably stay at \$4, which is just what the hay men ask. The Senate Committee's amendment has been withdrawn, leaving the rate as it was fixed at first. A rate of \$1.50 per ton on straw has been agreed to.

The C. B. & Q. now charges demurrage on all hay left on its tracks six days after its arrival at East St. Louis. This is in accordance with a new rule which went into effect June 12. This increases the need of hay warehouse facilities.

Tramp: "Is there any demand for haymakers between here an' Boston?" Farmer Jones: "No, reckon the farmers have got all the help they want by this time." Tramp (to his partner): "Come on, Dusty! We've struck the right road at last."

Thos. H. Swope will build a large hay and feed warehouse in the West Bottoms, Kansas City, Mo. The company which will occupy it includes J. M. Patterson and Wyan Nelson. The building will be of brick, 65x140 feet in size, and will cost \$10,000.

G. C. Beucler, hardware merchant of Stryker, Ohio, will engage in the hay business at that place. He is erecting a large warehouse for storing and baling hay. It is said that the hay shipping industry of Stryker has grown to large proportions, and improved facilities were demanded.

W. P. Whittemore's hay warehouse adjoining his elevator at Mt. Hope Station, Mass., was badly damaged by fire at 8:30 p. m., June 20. About 200 tons of baled hay were destroyed, and the loss is estimated at \$3,000. The loss was partially covered by insurance, but a large consignment of hay had just been received which had not yet been insured. The elevator was not damaged.

It will pay the shipper to see that his hay is well protected from the weather while it is in his hands and until it reaches its destination. Some large hay dealers in cities take the greatest possible care of their goods, and always use covers when goods are in transit, and the blame for hay being spoiled cannot be laid to them. It is certainly to the interest of the shipper of hay to do his part and send only prime, well cured hay of good color to market, where it will command a high price. It will be much more satisfactory for the commission agent to sell at a high figure. The cost of transportation and handling is the same

on a poor quality as on the best grades of hay, and the difference in price is all clear gain to the grower.

"There has been a big change in the demand for hay in the last three or four years," said a dealer of Seattle, Wash., recently. "Then there was very little inquiry for clover, alfalfa or mixed hay. To-day there are 10 cars of alfalfa and clover handled to where there was one four years ago. I attribute this to the great increase in the dairying industry. There has been more clover and red top handled this winter than ever before."

In this department last month we noted the enterprise and perspicacity of the Kansas City Haymaker in including in its trade news a notice of the Association of Haymakers, a branch of the fraternal order of Red Men. The joke proves to be somewhat of a boomerang when the Hay Trade Journal very seriously informs us that we "seem to have taken it for granted that it was an organization consisting of members of the hay trade," whereas it "has nothing at all to do with making or handling hay." Really?

Asked whether a uniform weight bale was being generally adopted, E. F. Bogardus, of Lilly, Bogardus & Co., Seattle, Wash., replied: "Yes; Eastern Washington does better in this respect than the west side. A 150 or 160 pound bale is the best. When 180 or 200 pounds is put in a bale it is compressed so hard that it cakes, and then it is liable to spoil from moisture. On the second 125 pounds is enough, because there is more moisture in the hay. The teamster, when he cuts open a bale of hay, likes to have it loose and in such shape that his horses can make way with it easily."

The annual convention of the National Hay Association will be held at Pittsburgh, Pa., August 10, 11 and 12. Headquarters will be at the Monongahela House. Arrangements are being made for the reception of delegates and others who may attend. The Pittsburgh Grain and Flour Exchange, in conjunction with Pittsburgh members of the National Hay Association, expect to entertain the visitors royally, and look for a large attendance. Committees have been appointed for this purpose, and preliminary arrangements have been successfully completed. Important business and not unimportant pleasure will be transacted.

H. Clem Nanson, manager of the hay department of Joseph V. Ferguson & Co., hay and grain merchants of New Orleans, La., writes us as follows: "The first car of new timothy hay of the 1897 crop to arrive in New Orleans this season was received on Monday, June 28, consigned to our house. The hay was shipped by E. T. Adair & Co., Olathe, Kans., and was sold immediately on arrival at \$16 per ton. The hay arrived here in splendid condition and graded a strict prime or No. 1 in this market. This is three days later than last season's first receipts, but the quality of the hay is much better."

Farmers are holding their hay for higher prices on the strength of the much talked of short crop in this province, says the Montreal Trade Bulletin of July 2; but from all we can gather the shortage appears to have been overestimated, and those who despaired of having any crop at all now admit that their yield will be better than they thought it possibly could be some time ago. It is estimated that the province of Quebec has a surplus of 200,000 to 400,000 tons of hay to dispose of, according to the extent of the crop; and it will be extraordinary if there is such a heavy shrinkage in the present crop as to leave no surplus for export. It now seems pretty certain that the United States will have a much larger crop than in 1896, and consequently there seems little chance of that country wanting any great quantity of our hay during the coming season.

W. W. Granger's petition to traffic officials, and in which he called for reforms regarding car service, etc., is already having effect, in the trade if not with those to whom it was addressed. Thus the Enquirer, of Cincinnati, said recently: "There is a movement on foot among the grain and hay men to have some one of the railroads erect adequate hay sheds for the accommodation of the trade in Cincinnati. One of the items spoken for in a recent letter to railroad officials addressed them by W. W. Granger, chairman of the Transportation Committee of the National Hay Association, was this of proper accommodations of terminals, and the matter struck a responsive chord in the local breast. F. F. Collins is another agitator for the same thing, and it is likely that some pressure will be brought to bear on the railroads for the erection of such a place in the yards." The hay men could, no doubt, bring about this desired reform by proper organization, and demand for it. And there are other cities besides Cincinnati which would benefit by proper terminal facilities. As Mr. Granger said in his petition: "Many years ago it was found to be absolutely necessary to erect elevators in all large cities for the prompt and satisfactory handling of the daily arrivals of grain. To-day it is just as important and necessary to have large hay warehouses

and greater liberality of terminal room for the satisfactory handling of hay. Warehouses at country points are equally as much of a necessity for the proper handling of goods, and as hay pays as great a rate of freight and charges as almost any other commodity named, it would seem reasonable that the railroad companies should provide a warehouse at interior points, as well as at large cities, through which it could be handled the same as other freight. It would, of course, have to be subject to a charge for a limited time, in order to keep it moving, otherwise some unreasonable shippers would use the warehouse for storage purposes for a lifetime, but such matters could easily be arranged."

In a communication to the Hay Trade Journal commendatory of the National Hay Association Transportation Committee's letter on traffic matters, the Axley Commission Co. of Kansas City, says: "We have been at work along the same line for the last year. We can cite an instance where we shipped a car of hay from Shambaugh, Iowa, to Brunswick, Ga., via Memphis, Tenn., where a new bill of lading was issued for the car in question, and the car was held by the railroad company for about ninety days before we finally got them to deliver it. Had this delay been caused by us we would have been out at least \$75 demurrage. As the matter stands, we lost a customer, besides being out the use of our money all this time, with no show for damages without the trouble of a long drawn out controversy and possibly a law suit. We very frequently receive cars of hay that we are compelled to order to the warehouse to be transferred, and at the same time we order empties from connecting lines, which are delayed anywhere from two to ten days. In a case of this kind we have to pay a month's storage, whereas, if the railroad companies would deliver empties promptly, we could get off with just one-half of the expense."

REVIEW OF CHICAGO HAY MARKET.

The prices for hay ruling in the Chicago market during the last three weeks, according to the Trade Bulletin, were as follows:

During the week ending June 19 receipts of hay were 5,828 tons, against 5,662 tons the previous week. Shipments 330 tons, against 380 tons for the previous week. The arrivals of Timothy Hay were rather small. A fair local demand existed and the market ruled steady, though at the close an easy feeling prevailed. Shipping inquiry very light. Prairie Hay was very dull. The receipts were heavy and the market overstocked. Demand light from all sources. Several cars of new Prairie Hay were received during the week and the quality being very good they sold readily.

During the week ending June 26 receipts were 4,207 tons. Shipments 551 tons. A steady and firm market was witnessed for Timothy Hay. The receipts were small and a good inquiry existed for choice grades. Prices unchanged. The market for Prairie Hay was dull and demoralized. Nearly all the arrivals during the past week consisted of Prairie Hay and the market was overstocked. Only a light local demand existed, and receivers found it almost impossible to dispose of consignments. Prices declined about 50 cents per ton. Sales of Choice Timothy ranged at \$9.50@10.00; No. 1, \$8.50@9.00; No. 2, \$7.50@8.00; Mixed, \$6.50; not graded, \$5.00@8.50; Choice Prairie, \$7.50@9.50; No. 1, \$6.50@8.50; No. 2, \$5.00@6.00; No. 3, \$4.00. Rye straw sold at \$6.50@7.50, wheat straw at \$4.25, and oat straw at \$3.25 for poor.

During the week ending Friday, July 2, receipts were 2,960 tons, shipments 286 tons. The arrivals of Timothy Hay were quite small, and a good local demand existed. Prices ruled steady early in the week, but toward the close a slight advance was established. No improvement can be reported in the market for Prairie Hay. The receipts show a falling off, and they could only be called moderate. Yet the demand was so light that consignments accumulated on the tracks. The market was in a demoralized condition, and prices ruled lower. Sales of Choice Timothy ranged at \$10.00@11.00; No. 1, \$9.00@9.50; No. 2, \$8.00@8.50; No. 3, \$7.00; not graded, \$5.50@9.00; Choice Prairie, \$7.50@9.00; No. 1, \$6.50@8.00; No. 2, \$6.00@7.00; No. 3, \$4.50; not graded, \$5.00. Rye straw sold at \$6.00@7.50, and oat straw at \$3.50.

The United States Agricultural Department, in its report on free seed distribution, says: "While one purpose of the law was to secure reports from the receivers as to the results of actual experiment, the reports actually received did not amount to one-hundredth of one per cent. of the persons supplied. A careful review of the department reports, especially those of the chiefs of the seed division during the past decade, in which over \$1,000,000 was expended for free seed distribution, fails to reveal a single instance of benefit to agriculture attributable to this distribution." In the face of this official statement, one asks, with no small amount of bewilderment, why did the last agricultural bill, which recently passed both houses of Congress, contain an appropriation of \$150,000 for carrying on this palpable folly?

Fires - Casualties

An elevator at Shaffer, Kans., was blown down in a windstorm June 17.

Two grain elevators at Rozel, Kans., were demolished by a tornado June 17.

The Van Dusen Elevator at New Ulm, Minn., was destroyed by fire July 7. Loss \$5,000.

An elevator at Delphos, Kans., was struck by lightning June 24 and considerably damaged.

Lightning recently struck August Sperling's elevator at Dewey, Ill., damaging it to the extent of \$100.

G. T. Stewart & Co.'s grain house at Chariton, Iowa, was slightly damaged by fire June 12, causing a small loss.

Malcolm & Peterson's elevator at Pomeroy, Iowa, was destroyed by fire June 25. Loss \$2,000, partially insured.

Captain B. A. Jacob has been reelected secretary and treasurer of the Grain and Cotton Exchange of Richmond, Va.

C. P. Chapman & Co.'s elevator at New Salem, Ill., was destroyed by fire June 24. Loss \$2,000, insurance \$1,000.

W. H. H. Dunn's hemp mill at Lincoln, Nebr., was recently destroyed by fire. Loss \$5,000, insurance \$2,000.

The Northern Pacific Elevator at Valley City, N. Dak., was destroyed by fire June 18, with 10,000 bushels of wheat.

The Northern Pacific elevator at Valley City, N. Dak., was destroyed by fire July 3, together with a large quantity of wheat.

Geo. R. Lamb & Co.'s elevator and mill at Dryden, Mich., were burned July 2, together with considerable grain, etc. Loss \$12,000.

H. P. Brace's grain store and other buildings at Pottersville, N. Y., were destroyed by fire July 4, presumably the work of an incendiary.

Wesley Pickens, the grain dealer of Daykin, Nebr., who disappeared June 6, was found by a searching party recently far from home and a raving lunatic.

C. A. Vincent's elevator at Odell, Ill., narrowly escaped being burned June 12. Fire was discovered on the platform, and was extinguished before gaining headway.

The Lake Shore R. R. Elevator at Terre Coupee, Ind., was burned recently, together with a quantity of grain. Loss \$5,000. Sparks from a locomotive set fire to the elevator.

The iron elevator being erected by Ballard & Ballard at Louisville, Ky., was damaged to the extent of \$200 by the wind June 17. A large tank was literally torn to pieces.

Camp Bros. & Co., dealers in grain, hay, flour, etc., at Atlanta, Ga., recently sustained a heavy loss by fire. They have leased another warehouse and are again in business.

A large barn on C. F. Creffat's farm near Monticello, Ill., was struck by lightning June 16 and burned, together with 3,000 bushels of corn, etc. Loss \$6,000, partially insured.

Cargill Bros.' elevator at Augusta, Wis., which contained considerable grain, was destroyed by fire at 2 a. m., July 3. Loss \$10,000; insured. The cause of the fire is unknown.

The Advance Elevator "A" in East St. Louis, Ill., was struck by lightning and set on fire just before midnight, June 24. The fire was put out before a great deal of damage was done.

Fire recently started in the Bosch-Ryan Grain Co.'s elevator at Savannah, Ill., supposedly from spontaneous combustion among coal, but it was extinguished before doing much damage.

A grain shed on the farm of R. D. Van Dyke, near Rome, Tenn., was destroyed by fire June 26, together with 1,200 bushels of wheat and 700 bushels of oats. The loss on the grain was covered by insurance.

The Cincinnati, Jackson & Mackinaw R. R. elevator at Ceresco, Mich., was destroyed by fire June 25, together with 3,500 bushels of wheat belonging to C. C. Worthington. Loss \$5,000. There was no insurance on the grain.

S. Stewart's elevator at Morris, Minn., was destroyed by fire July 2, together with 10,000 bushels of wheat and oats. Loss \$10,000, insurance \$4,300. The fire is supposed to have started from a hot box. The elevator will be rebuilt at once.

G. A. Cartier's brick warehouse at Wartrace, Tenn., was burned June 27, together with 1,000 bushels of corn belonging to W. B. Carroll. The warehouse was insured for \$2,000, but there was no insurance on the grain. The fire caught from a

burning caboose car on the side track near the warehouse.

W. A. Johnson's warehouse at Green River, Wyo., which contained grain, flour, etc., was burned June 21. Petersen & Christensen lost \$500 on flour destroyed and the loss on the building was \$600. It is supposed that children set the house on fire.

The elevator, warehouse and flouring mill of the Fosston Milling Co., Fosston, Minn., were destroyed by fire on the morning of June 18. Lightning struck the roller mill and set it on fire. Loss \$15,000, insurance \$3,000. The company will rebuild at once.

J. K. Horne & Co., dealers in grain, hay, feed, etc., at Youngstown, Ohio, lost their warehouse by fire at 5 p. m., June 30, together with considerable hay, feed, etc. Loss \$2,500, about half covered by insurance. The cause of the fire is unknown.

Lane & Co.'s elevator at Havre, Iowa, was destroyed by fire July 2, the fire catching from the engine room. It caught fire a short time before from a pipe from the boiler room, but was extinguished. Loss on grain and elevator \$5,500; insurance \$2,500.

Eugene Russ, an employee of the Cereal Milling Co., Cedar Rapids, Iowa, was recently working on the top floor of Elevator "B" when a trap door gave way and he fell to the bottom of a bin, about 50 feet. No bones were broken, but it is feared he suffered internal injuries.

The C. J. & M. elevator at Wilderville, Mich., leased by Wm. D. Miller of Milwaukee, was burned at 8 a. m., July 3, together with 1,000 bushels of wheat and considerable oats and corn. Mr. Miller had an insurance of \$1,000 on the grain. The origin of the fire is unknown.

Anderson's & McCarthy Bros.' elevator at Mayville, N. Dak., which contained 4,000 bushels of flaxseed and 8,000 bushels of wheat, was burned June 8. Loss on elevator \$4,000, on contents \$7,000; fully insured. The fire started in the power house, and is supposed to have been set by tramps.

Hill Bros.' grain and hay warehouse at Kansas City, Mo., was destroyed by fire at 10 a. m., July 3, entailing a loss of \$3,000. There was \$1,000 insurance on the contents of the building, grain and hay. The fire originated in the hay room from a cigar stump carelessly thrown on the floor.

Gregg Bros.' elevator at Leona, Kans., was set on fire June 12 by a spark from a locomotive, and was damaged to the extent of \$50. The fire was extinguished before gaining headway. Reuben Kingery, a grain shoveler, in attempting to extinguish the flames, fell from the roof and fractured his leg.

Ernst & Co.'s rice mill at New Orleans, La., was destroyed by fire at 1 p. m., June 26, just a few days after it had been overhauled and improved and equipped with new machinery. Besides this the mill was well filled with rice. The loss is \$20,000, partially insured. The origin of the fire is unknown, although it is supposed to have started between the ceiling of the second floor and the floor of the third.

Requa Bros.' elevator at Forty-fifth street and the Wabash tracks, Chicago, was discovered to be on fire June 12, but the blaze was extinguished before much damage was done. This elevator is in the same neighborhood as the Marshall elevator, which was burned a few nights before, and the police say the fires might have been of incendiary origin. The residents of the neighborhood regard the houses as a nuisance, on account of the chaff and dust flying from them, and protest against the rebuilding of Frank Marshall's elevator.

RECENT SALES OF ELEVATOR MACHINERY.

We take the following from an extensive list of elevator and mill machinery sold by the Barnard & Leas Mfg. Co. of Moline, Ill., during the month of June:

Binceton Elevator Co., Binceton, Mo., 1 No. 35 Barnard Special Grain Separator. M. C. Burt Grain Co., Gwynnville, Ind., 1 No. 2 receiving separator. Fairbanks, Morse & Co., Omaha, Nebr., 1 No. 1 Victor Corn Sheller, 1 No. 1 Cornwall Corn Cleaner. S. J. Brown, Liberty, Nebr., 1 No. 2 Victor Corn Sheller. B. F. Poorman, West Union, Ill., 1 No. 3 receiving separator, heads, boots, pulleys, belt, etc. Kansas Grain Co., Hutchinson, Kans., 1 No. 8 Cornwall Corn Cleaner. H. D. Wagner & Co., Hinckley, Ill., 1 No. 4 Cornwall Corn Cleaner. Haskel & Davis, New Orleans, La., 1 No. 35 special grain separator. W. E. Caldwell & Co., Louisville, Ky., 1 combined corn sheller and cleaner. Macdonald Eng. Co., Chicago, Ill., 1 No. 4 Cornwall Corn Cleaner, 1 No. 4 Victor Corn Sheller, 1 No. 39 Barnard Special Grain Separator. Frost Mfg. Co., Galesburg, Ill., 1 No. 1 Victor Corn Sheller, 1 No. 1 improved corn cleaner. Phillip Rahm, New Orleans, La., machinery for complete rice mill. Chicago Sugar Ref. Co., Chi-

cago, Ill., 2 8-foot by 32-inch round reels, 2 Barnard's Special Grain Separators. City Grain Co., Columbia, Tenn., 200-foot Caldwell Conveyor, cups, belt, etc. E. H. Pease Mfg. Co., Racine, Wis., 1 No. 1 Victor Corn Sheller, 2 No. 1 Cornwall Corn Cleaners.

THE MARKETS

[We will be pleased to publish under this head short reviews of the conditions ruling in the different markets. Copy must reach us by the morning of the 14th of each month.]

Grain report of Shanks, Phillips & Co., Memphis, Tenn., July 10. To-day's quotations are as follows: CORN—No. 2 White 30 cents, No. 3 White 29½ cents, No. 2 Mixed 29 cents, No. 3 Mixed 28½ cents. OATS—No. 2 White 24 cents, No. 3 White 22½ cents, No. 2 Mixed 21½ cents, No. 3 Mixed 21 cents. HAY—Choice Timothy \$11.50, No. 1 \$10.75, No. 2 \$10.00, Choice Clover, Mixed \$10.75, No. 1 \$10.25, No. 2 \$9.00, Choice Kansas Prairie \$7.50, No. 1 \$7.00, Choice Arkansas Prairie \$5.50.

Grain report of Jos. V. Ferguson & Co., New Orleans, July 10. HAY—Receipts are now running quite light in this market, and buyers have about concluded that the prevailing prices will be sustained and that our market will assume something like its old form. The stocks here are moving out fairly well, and the better grades are being taken readily at quotations, but any higher figures than to-day's values need not be expected. We quote our market as follows: Choice to Fancy \$15.00@15.50, Strict Prime or No. 1 \$13.50@14.50, Good Prime \$12.00@13.00, Ordinary Prime \$10.00@11.00, Clover and clover mixed, very dull, \$9.50@10.50. OATS—Moderate receipts and market is well maintained. We quote: Choice Mixed (sacked) 26 cents, No. 2 25 cents. New Texas oats are arriving in fair quantities, and some of good quality and heavy. Offerings here 22½@23 cents. CORN—In only fair supply, and market is firmer and advancing in consequence, yellow exceedingly scarce and wanted. We quote: Choice Yellow (sacked), 38@39 cents, White 36@37 cents, Mixed 36@37 cents. WHEAT BRAN—In good supply, demand very dull, 47@49 cents.

Grain report of Collins & Co., Cincinnati, Ohio, July 9. Extremely hot weather has prevailed the past week over a large section of the country, attended in the early part of the week in some localities by heavy local showers, and where conditions have been favorable, the new crop of corn has made very rapid progress, overcoming to a large extent the backward start earlier in the season. Ideal weather prevails for the curing of the crops just harvested, putting them in good condition for market earlier than generally anticipated a few weeks ago, and early arrivals of new wheat indicate the high character of the crop, and reports as to yield are fully up to expectations. To meet pressing wants occasioned by the depressed times, farmers may be obliged to market more freely earlier than they would otherwise the new crop of wheat, which may cause a little easier prices to rule under liberal offerings at the beginning of the new crop movement; but the fine quality of the grain will cause a general disposition to hold where possible until fair values are realized. WHEAT—New wheat arrivals are small; and few lots by river of new No. 2 sold early in the week at 68 cents and subsequently at 65 cents. No spot offerings of car lots as yet, although offerings to arrive of choice No. 2 testing 61 pounds and for prompt shipment are made from 69 to 70 cents, but buyers' views range from 65 to 67 cents, as they are inclined to hold off until the market becomes settled, anticipating a liberal movement very shortly. Old wheat is in light supply, little offered or wanted. The fine quality and condition of the new will cause the premium on old wheat to disappear quickly. We quote old No. 2 at 74@75 cents, No. 3 at 67@70 cents, as to quality. CORN—Corn steady, and inclined to rule firm under small arrivals, but the wants of the trade are not very large. No. 2 White is fairly quotable at 28@28½ cents, No. 3 at 26@26½ cents, No. 2 Mixed at 26½@27 cents, No. 2 Yellow at 27@27½ cents. No. 3 Corn, Mixed or Yellow at 25@26 cents. EAR CORN—Little offered or wanted. Choice, sound, yellow ear at 26@27 cents, Mixed and White ranged from 24@26 cents, as to quality and location. OATS—The lower grades are not much inquired for, and can be reported as ruling barely steady. Good No. 2 Mixed and White Oats are scarce and in better request at firmer values, as feeders are inclined to stock up with the better qualities of old oats before the new crop begins to move. We quote No. 2 White at 22½@23 cents, No. 3 White at 21@21½ cents. No. 2 Mixed ranged in value from 19½@21½ cents as to quality, the outside for Choice Light Mixed, No. 3 Mixed at 18@18½ cents. Rejected Mixed at 17 cents and White at 18 cents. RYE—What little inquiry there is for choice heavy stock suitable for milling purposes, and is quotable at 36@37 cents, ordinary No. 2 at 34@35 cents. Lower grades are not wanted. HAY—The bulk of the arrivals of hay are of an inferior quality (the winding up of the old crop), for which there is a very slow demand at uncertain values. Good qualities such as No. 1 and Choice are in more urgent inquiry owing to the few offerings, and values on these grades show more firmness, and the tendency is toward little higher prices, which will probably hold until the new crop begins to move. We quote Choice Timothy at \$10.50, No. 1 at \$9.50@10.25, No. 2 at \$7.75@8.25, No. 3 at \$5.00@6.00, No. 1 Clover Mixed at \$7.50@8.00, No. 1 Clover at \$7.00@7.50. No inquiry for Prairie. Straw slow, choice rye at \$6.00@6.50, wheat at \$4.50@5.00, oats at \$4.00. MILLFEED—Old wheat, bran and middlings are in fair request. Bran ranging in price from \$6.50@7.25 as to quality, middlings from \$7.00@7.50.

The elevator charges are thirty-three times the cost of doing the work, and in the city of Buffalo there are fifty-two elevators in the trust where five can do all the business by working only half time. Twenty-five of the fifty-two elevators have not handled a bushel of grain in from ten to thirty years, but they are in the trust and draw large dividends.—Republican, Binghamton, N. Y.



[Copy for notices under this head should reach us by the 13th of the month to insure insertion in the issue for that month.]

ELEVATOR WANTED.

The undersigned wants to rent an elevator at a good Nebraska (or other Western) grain point. Address, with particulars,

O. J. FROST, Diller, Nebr.

ELEVATOR AND FEED MILL WANTED.

I want to rent a small elevator with feed mill attached in Illinois or Indiana. Give full particulars in first letter or no attention will be paid it. No flour mill wanted. Address

ILLINOIS OR INDIANA, G, care "American Elevator and Grain Trade," Chicago, Ill.

PROPOSALS FOR CONSTRUCTION.

Sealed proposals will be received at this office until 11 o'clock a. m., August 16, 1897, and then opened, for construction of a set of hospital stewards' quarters at Fort Leavenworth, Kans., in accordance with plans and specifications to be seen at this office and at the offices of the Depot Quartermaster, St. Louis, Mo., and of the Quartermaster at Fort Leavenworth, Kans.

J. G. C. LEE,
Assistant Quartermaster General U. S. Army,
Chicago, Ill.

FORAGE AND STRAW WANTED.

Sealed proposals, in triplicate, for furnishing such forage and straw as may be required in the Department of the East, during fiscal year commencing July 1, 1897, will be received here, and at offices of quartermasters until 12 o'clock m., eastern time, July 30, 1897, and then opened. The United States reserves right to reject or accept any or all proposals, or any part thereof. Information furnished on application.

M. I. LUDINGTON,
A. Q. M. Gen'l, Governor's Island, N. Y. H.

ILLINOIS ELEVATOR FOR RENT.

Elevator in the best grain region of Illinois for rent. The best built and most complete house in this part of the state, on the C., C., C. & St. L. R. R. (Big Four). Has ear corn and grain dump, office scales, hopper scales, one run of 3½-foot French burrs, shelter and cleaner, 30-horse power engine, etc. Must be seen to be appreciated. Handled 75,000 bushels of grain in December and January; is running now. Possession given March 1, 1897. Address

LEVI RICHNER, Mansfield, Ill.



[Copy for notices under this head should reach us by the 13th of the month to insure insertion in the issue for that month.]

OAT CLIPPER CHEAP.

For sale, a No. 2 oat clipper, manufactured by The S. Howes Co., Silver Creek, N. Y. In perfect order; good as new. Will be sold cheap. Address

D. N. DUNLAP, Fontanelle, Iowa.

SEVEN ILLINOIS ELEVATORS.

Seven elevators for sale. All in good condition; six of them have gasoline engines, one steam engine. Four are on the C., B. & Q. R. R., three on the C., R. I. & P. R. R. Good corn and oats section. All within 100 miles of Chicago. Address

A. K. KNAPP, Minooka, Ill.

SECOND-HAND MACHINES CHEAP.

One No. 3 Barnard & Leas Warehouse Dustless Wheat Separator and one No. 5 Excelsior Oat Clipper, Separator and Grader Combined; both machines in good condition, about as good as new, for sale cheap. Address

IRVING W. FOX, Rochester, Minn.

THREE ILLINOIS ELEVATORS FOR SALE.

For sale, three grain elevators, cribs, etc., located at three of the best grain stations in Illinois. Large oats crop being harvested, with good prospects for corn. Price reasonable; possession immediately. Address

ILLINOIS, G, care "American Elevator and Grain Trade," Chicago, Ill.

ROOFING AND SIDING.

DOES YOUR ROOF LEAK?

How to Prolong the Life of an Old Roof.

If an old leaky tin, iron or steel roof, paint it with Allen's Anti-Rust Japan. One coat is enough; no skill required; costs little; lasts long.

The name describes it; proof against water, time, climate, and fumes of every description. Stops leaks, and prolongs the life of an old roof.

If you want the evidence write us.

To be returned at our expense if not satisfactory.

ALLEN ANTI-RUST M'FG COMPANY.,

413 Vine St., Cincinnati, O.

The Garry Iron and Steel Roofing Co.,

168 MERWIN STREET, CLEVELAND, O.,

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Steel Roofing,
Corrugated Iron,
Siding and Metal
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SEND
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DURABLE—EASILY APPLIED.

This roofing is manufactured from natural Trinidad asphalt materials, and will not dry up and become brittle under exposure to the weather as coal tar roofings do. Send for free sample of roof 12 years old, with circular and price list to

WARREN CHEMICAL & MFG. CO.,
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Write us for Catalogue and
Low Prices on *best*
STEEL ROOFING, CORRU-
GATED IRON, ETC.

We are large manufacturers of these goods and can save
you money.

SYKES STEEL ROOFING CO.,
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and Niles, Ohio.



IRONTON, OHIO.

VACATION DAYS.

In the Lake Regions of Wisconsin, Northern Michigan, Minnesota, Iowa and South Dakota, along the lines of the Chicago, Milwaukee & St. Paul Railway, are hundreds of charming localities preëminently fitted for summer homes, nearly all of which are located on or near lakes which have not been fished out. These resorts range in variety from the "full dress for dinner" to the flannel shirt costume for every meal. Among the list are names familiar to many of our readers as the perfection of Northern summer resorts. Nearly all of the Wisconsin points of interest are within a short distance from Chicago or Milwaukee, and none of them are so far away from the "busy marts of civilization" that they cannot be reached in a few hours of travel, by frequent trains, over the finest road in the Northwest—the Chicago, Milwaukee & St. Paul Railway. Send a two-cent stamp for a copy of "Vacation Days," giving a description of the principal resorts, and a list of summer hotels and boarding houses, and rates for board, to Geo. H. Heafford, General Passenger Agent, Chicago, Ill.

GRAIN BAGS—BURLAPS.

*All kinds of Bags,
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182 Jackson Street, CHICAGO.

E. R. Ulrich & Son,

SHIPPIERS OF

WESTERN GRAIN,

ESPECIALLY

High Grade White and Yellow Corn.

Elevators through Central Illinois on Wabash Ry., Chicago & Alton Ry., C. P. & St. L. Ry., and St. L., C. & St. P. Ry.

Main Office, 6th Floor, Illinois National Bank Building,

SPRINGFIELD, ILLINOIS.

Write for Prices Delivered.

To POULTRY RAISERS.

The Complete Poultry Manual is a neat little work which is well worth reading by those interested in poultry, or by boys or girls who want to turn an honest penny. The price is only 25 cents. Sent postpaid on receipt of price. Address

MITCHELL BROS. CO.,

184 Dearborn Street, Chicago, III.

COMMISSION CARDS.

[We will not knowingly publish the advertisement of a bucket-shop keeper or irresponsible dealer.]

SHIP YOUR GRAIN

—TO—

P B. & C. C. MILES,

COMMISSION MERCHANTS,

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Established 1875.

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....SUCCESSOR TO....

J. R. TOMLINSON & CO.

...GRAIN AND MILL FEED...

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Correspondence with millers and grain dealers solicited. Sight draft with bills of lading attached honored on all shipments.

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Flour, Grain, Hay, Feed, Beans, Peas, Lentils,
Seeds, Corn Goods, Etc.

274 Washington Street, - - NEW YORK.

C. S. BENTLEY,
Grain Commission Merchant,
CHICAGO, ILL.

Send for our daily market letter—the only market letter showing fluctuations of wheat, corn and oats by diagrams—and our monthly and occasional charts showing fluctuations of prices, weekly changes in visible supply, local stocks of grain, etc.

**CONSIGNMENTS OF GRAIN AND SEEDS
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F. W. RUNDELL. ESTABLISHED 1876. J. E. RUNDELL.

W. A. RUNDELL & CO.,
GRAIN AND SEED MERCHANTS.
MEMBERS TOLEDO PRODUCE EXCHANGE.
4 PRODUCE EXCHANGE, TOLEDO, OHIO.

Grain, Clover and Timothy Seed, Mill Feed, Baled Hay and Straw, Beans. We solicit orders and consignments. Will buy your track or delivered Toledo. We also solicit orders for the purchase and sale of futures in grain and clover seed.

H. B. SHANKS. Established 1873. S. H. PHILLIPS.

Shanks, Phillips & Co.,
COMMISSION MERCHANTS,
HAY, CORN, OATS, BRAN, CHOPS, FLOUR AND CORN MEAL.

306 Front St., Memphis, Tenn.
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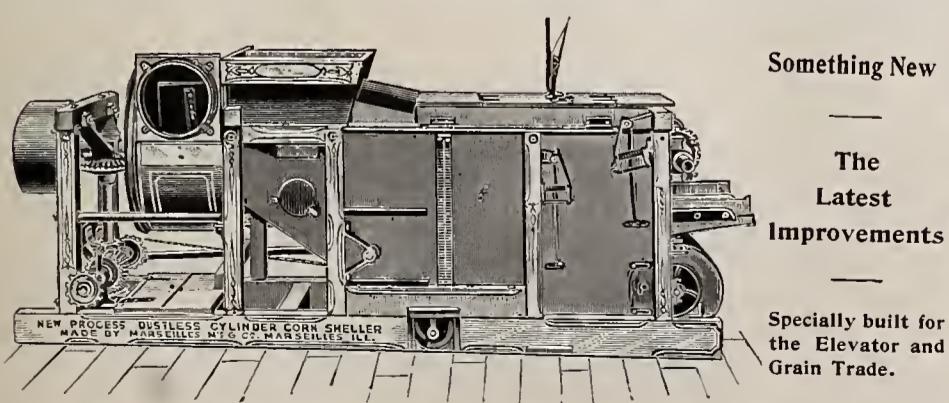
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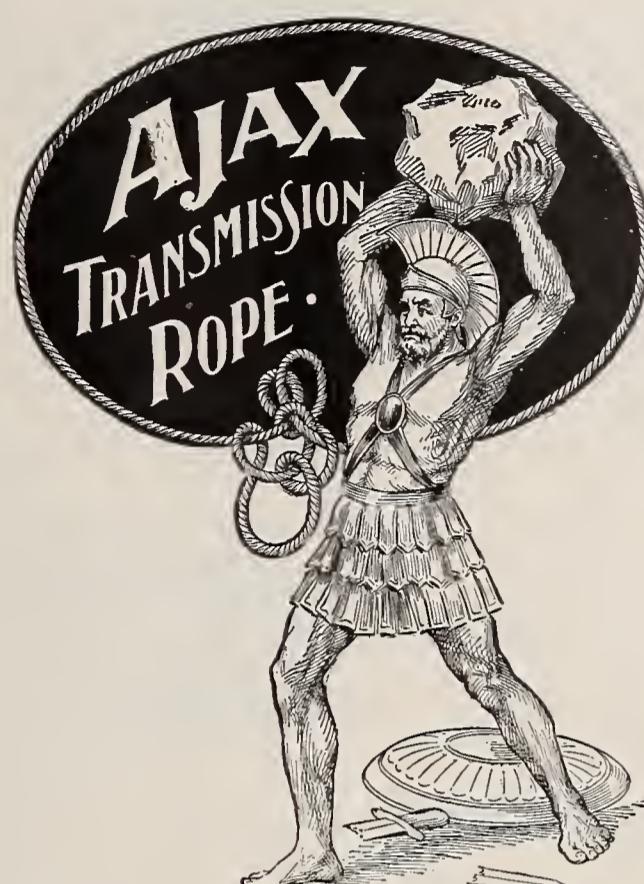
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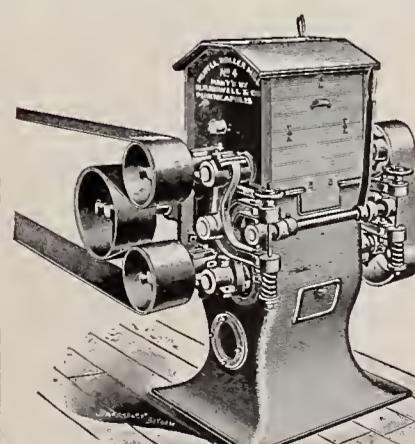
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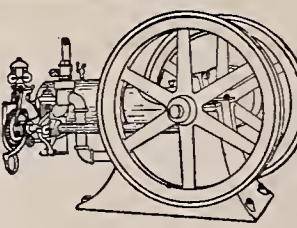
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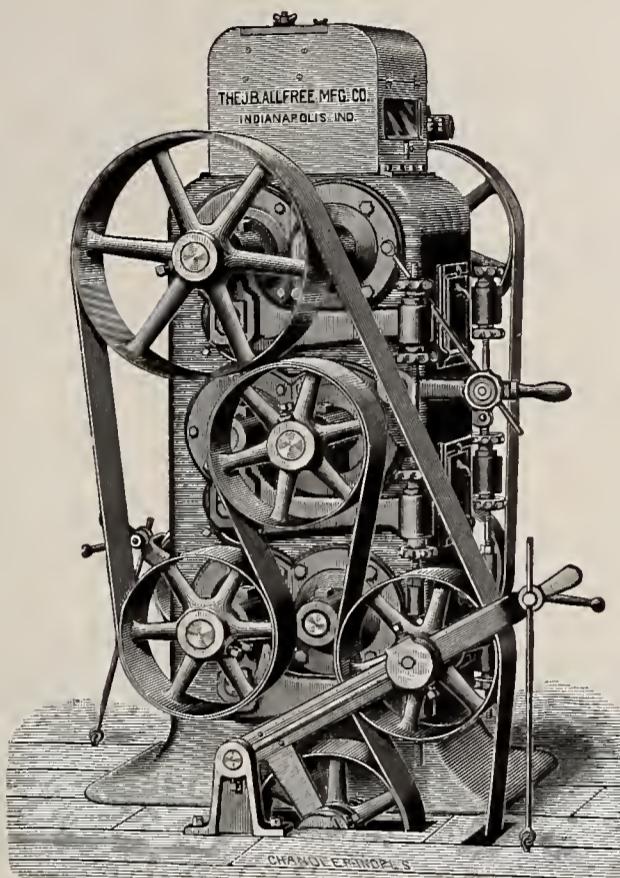


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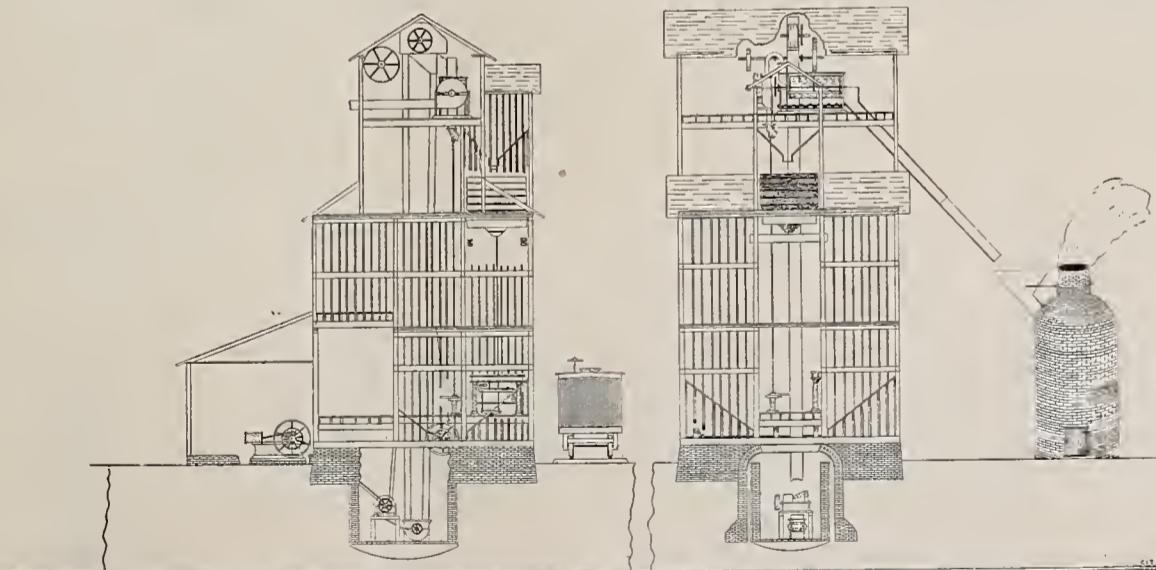


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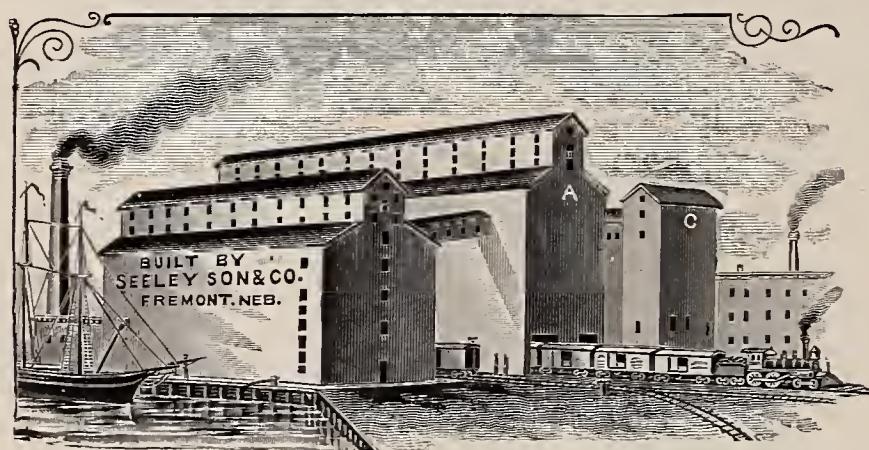
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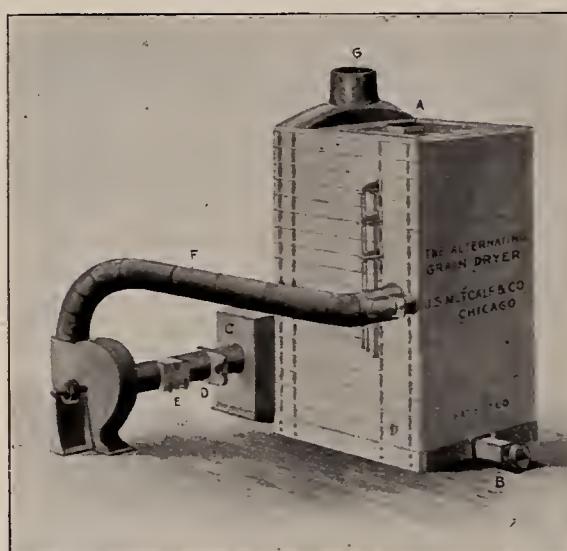
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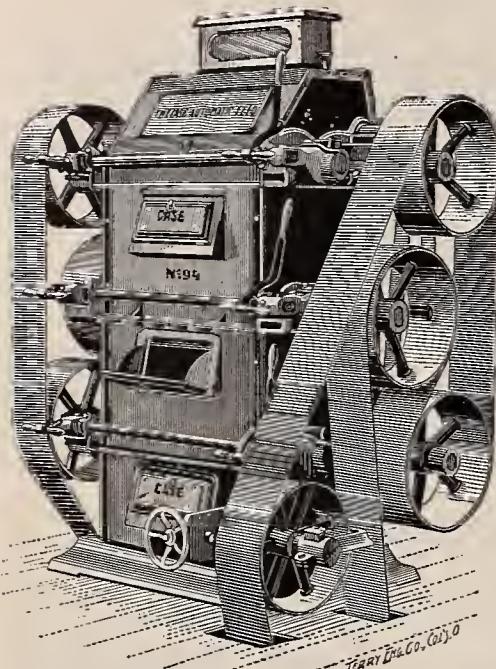
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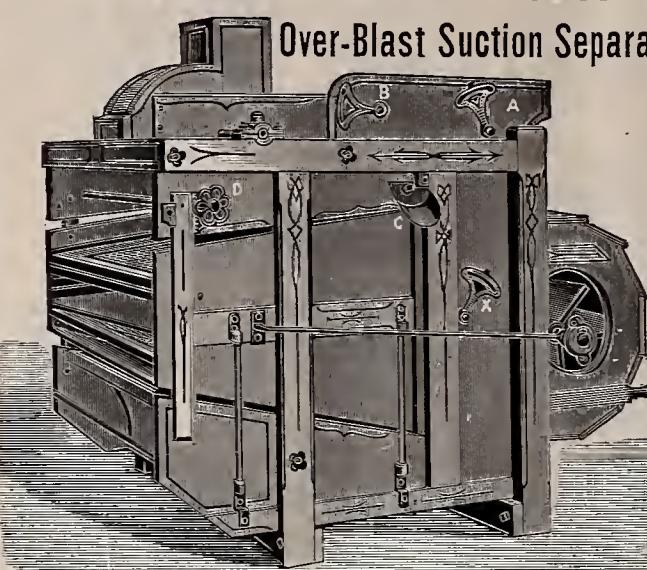
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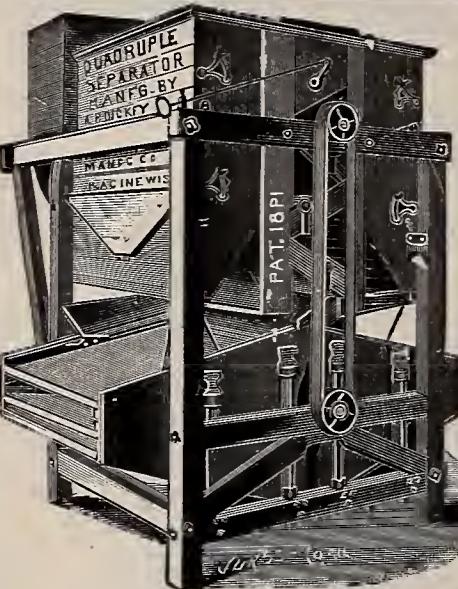
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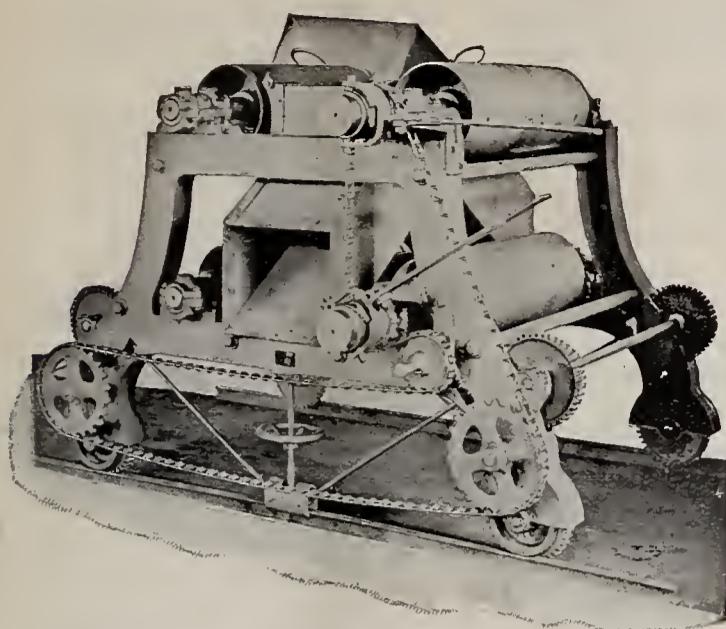
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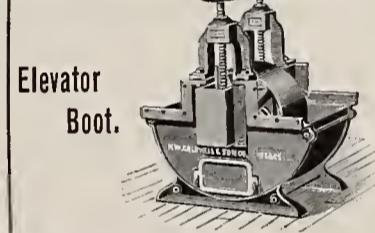
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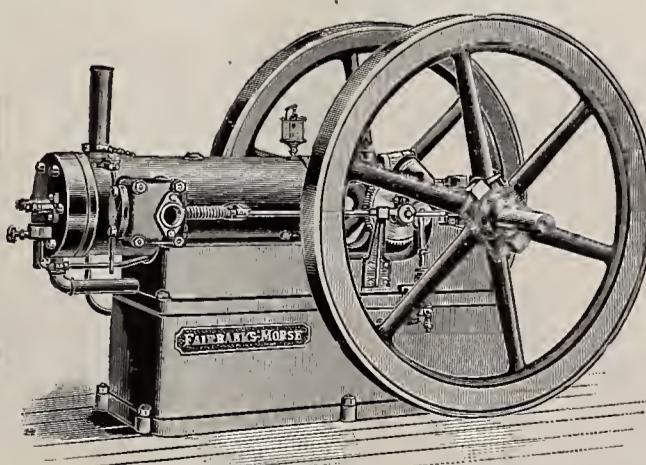
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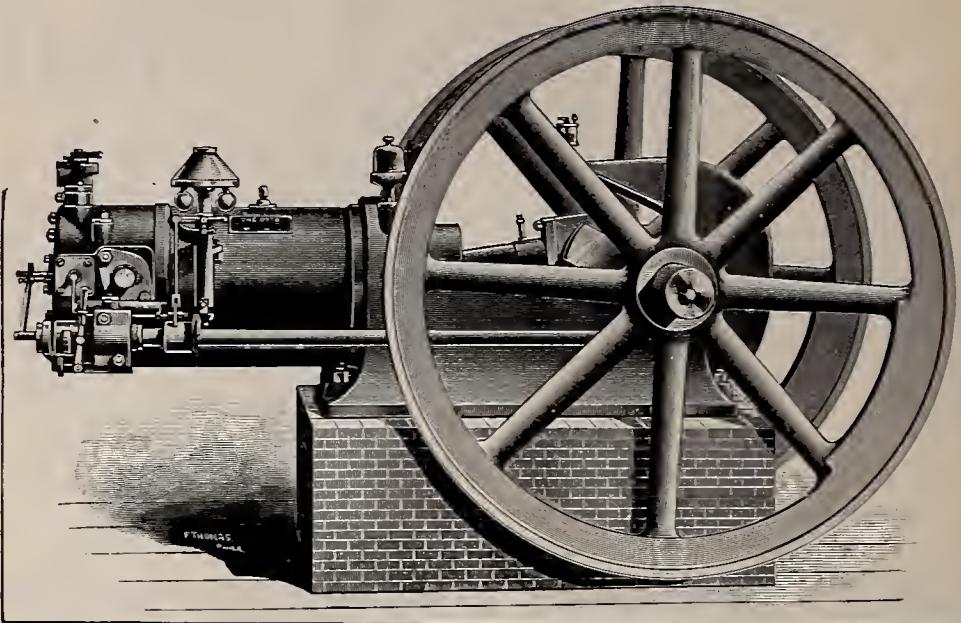
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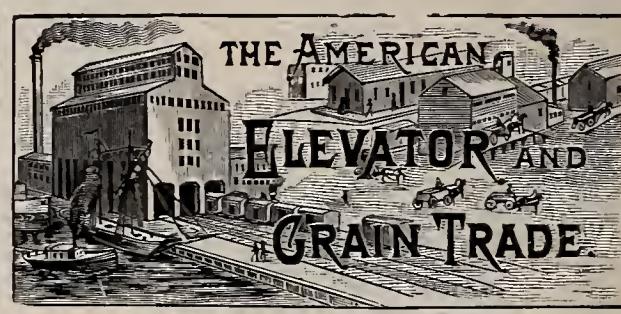
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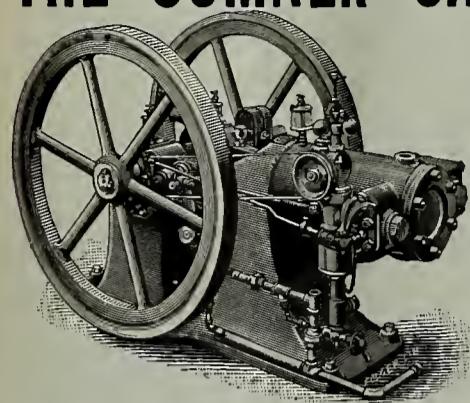
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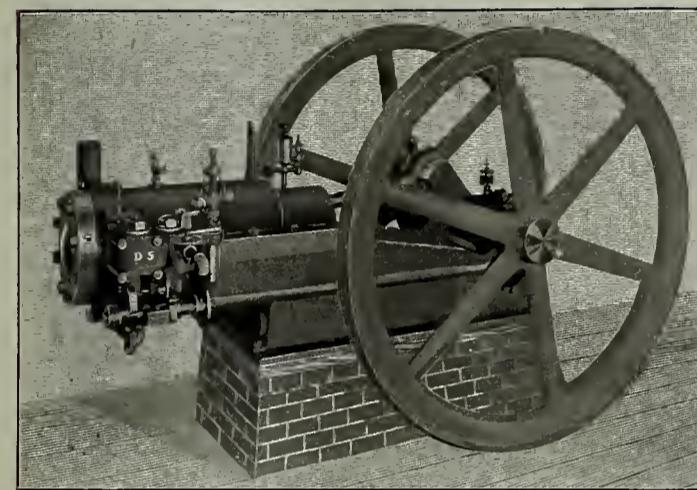


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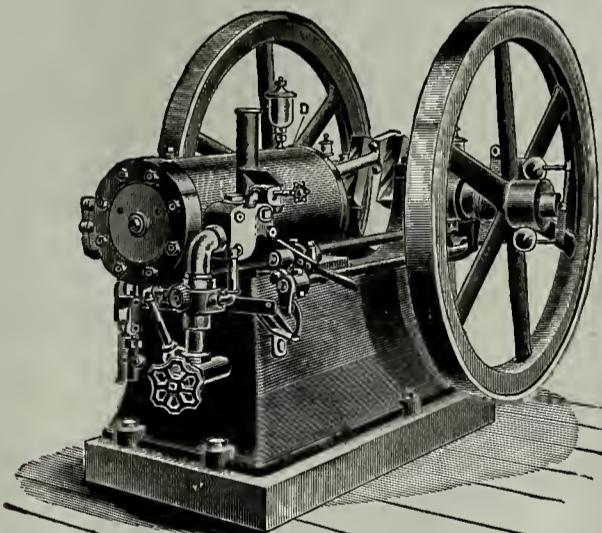
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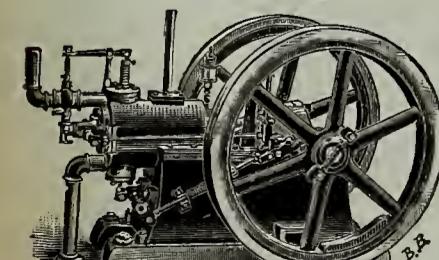
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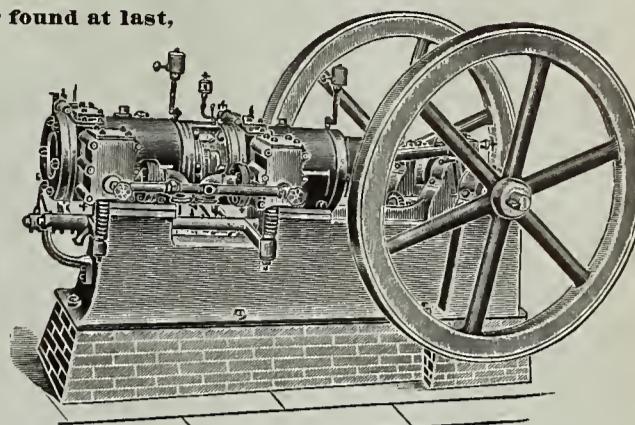
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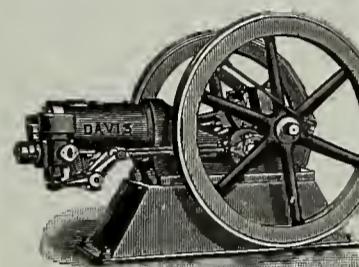
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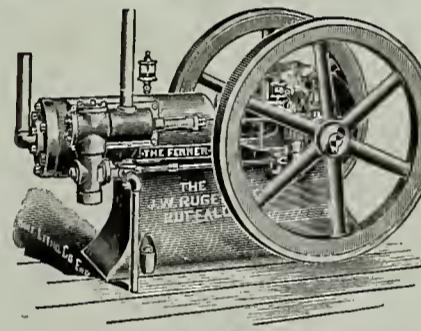
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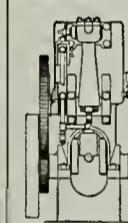
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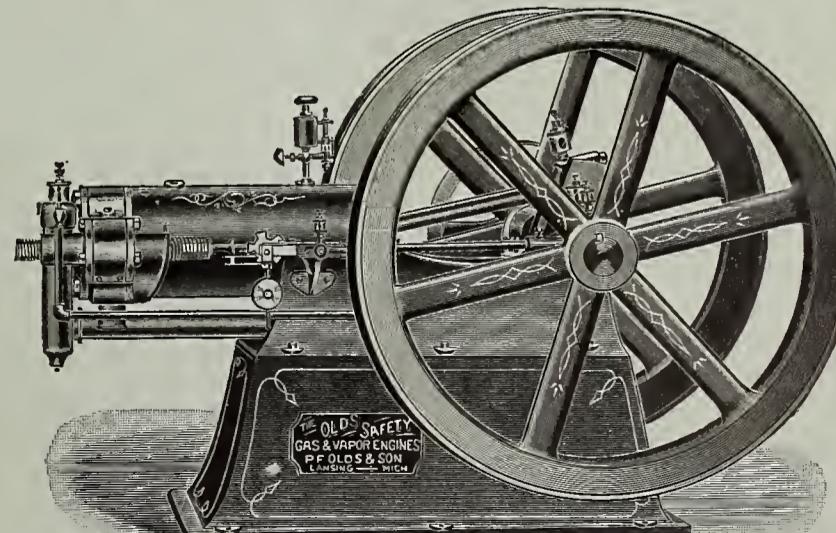
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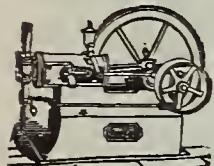


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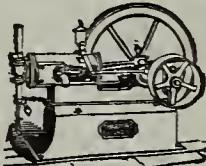


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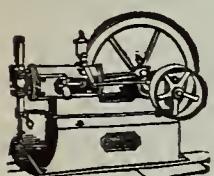
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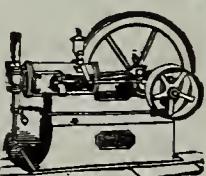
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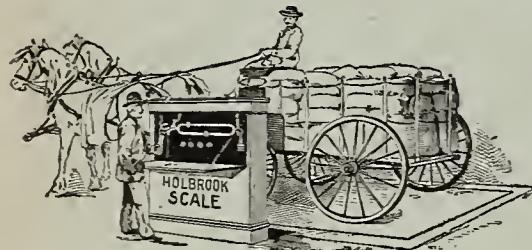
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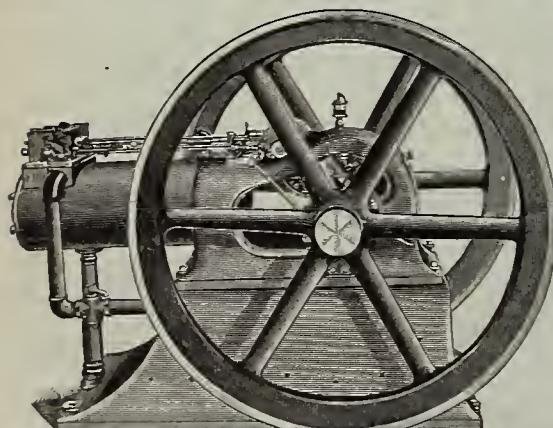
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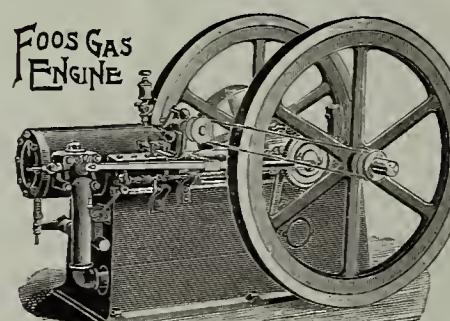
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